Incorporating *International Commerce*

MARCH 22, 1971

A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

Commerce Today

Coming Developments in Business and Technology

Risking Another Ice Age?

FROM THE
SECRETARY

Small Business In America

The numbers tell us that despite the obstacles, the lure of small business ownership is constantly attracting new faces and new ventures.

In 1960, there were 4.4 million small businesses in the United States. In 1970 that figure was up to 5.2 million. That is a growth of almost 20 percent in 10 years—a net gain of 80,000 a year.

But the high risk involved also shows in the figures. More than 400,000 small businesses quit or fail each year. More than 50 percent of the newcomers fall by the wayside in the first two years.

The fact that so many Americans are willing to risk these odds tells us that the American enterprise system is worth getting into.

And it tells us that the basic urges to compete and to achieve, and to acquire and to own, are fundamental human drives which give our system and our country greater strength than any other.

Legislation

To reduce the odds, President Nixon is determined to help American small businesses in several concrete ways.

Last year, he submitted to the Congress a package of legislation for small business assistance.

Most of it was not acted upon, and has been re-submitted to the 92nd Congress.

The proposed legislation includes grants to help small business borrowers pay interest on loans guaranteed by the Small Business Administration.

It includes tax incentives for lenders to participate in the SBA's guarantee program.

It calls for liberalized tax treatment for small business.

And it would provide additional research into the needs and the problems of small business.

With such proposals, the Nixon Administration recognizes the significance of small business to the nation, and the difficulties of ownership to the individual.

Small business is not static in our country today. With half a million people a year wanting to seize its opportunities, it has had to develop new prospects and new rewards.

But there is also that second question of whether small business—or any American business today—is relevant to the great social demands of our times.

The answer is yes.

There is nothing more relevant today to our system, our hopes, our needs and our concerns than a workable, productive, profitable foundation of American enterprise.

Beyond all the excitement and the personal satisfaction of ownership, small businessmen today become as involved in their community as any others in our society. By virtue of their position, they become community leaders, and they are called upon to deal with issues of the day like crime and pollution on a face-to-face basis.

They are called upon to lead the drives and support the programs which make this country a better place than any other in which to live.

In short, the future holds the promise, as the past has proven, that small business is essential to the American enterprise system and our country's way of life.

Maurice H. Stans

Commerce Today

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Vol. I, No. 12, March 22, 1971

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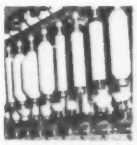

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Unemployment Records Second Monthly Drop; Downtrend To Continue As Economy Expands

Economic Highlights is prepared by Dr. Harold C. Passer, Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

The turning of the calendar also marked the turning point in the nation's employment situation. The unemployment rate crested at 6.2 percent in December, and then dropped for two months in a row, reaching 5.8 percent in February. Further improvement is expected as the economy continues to expand in the months ahead.

Employment declined about 300,000 in February—primarily because of losses in part-time jobs—but remained above the December level. Employment has been in an irregular uptrend since mid-1970, with the goods-producing industries hiring fewer workers and service industries increasing their employment. Employment in the service industries is typically less sensitive to business slowdowns than employment in the goods-producing sector of the economy. Further, over the long term, the composition of employment has been gradually shifting to service industries and away from goods industries.

From late 1969 until the December 1970 peak, unemployment increased in almost all categories. For example, unemployment among married men—the "family breadwinner" category—rose to 3.4 percent. The rate for all adult men reached 4.6 percent.

The teenage unemployment rate, which is always much higher than the average, peaked at 17.8 percent. The teenage rate, however, increased only about 50 percent since late in 1969, compared with a rise of 60 percent in the unemployment rate for adult women and over 100 percent for adult men. During the past two months, teenage unemployment moved downward a full percentage point, the adult women category dropped from 5.8 to 5.6 percent, and adult men from 4.6 to 4.2 percent.

White-collar jobs generally are less affected by economic slowdowns than other jobs, but over the past year white-collar unemployment increased more than would be expected from past experience. The unemployment rate for white-collar workers increased from 2.1 percent in late 1969 to 3.8 percent in December 1970, before declining to 3.5 percent in January and February.

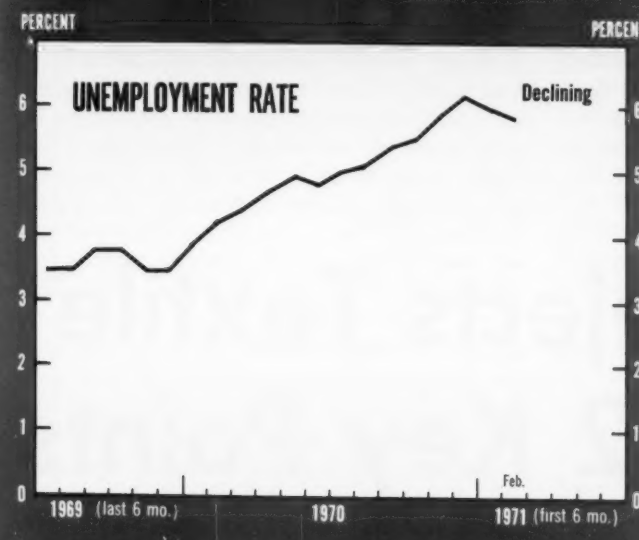
The pattern for one of the major components of white-collar workers, professional and technical workers, was even more unusual. The unemployment rate for this category more than doubled, from 1.3 percent in late 1969 to 3.3 percent last month. Defense and aerospace cutbacks are largely responsible for unemployment among these highly specialized workers, although layoffs have also been made by brokerage, public relations, advertising and publishing firms.

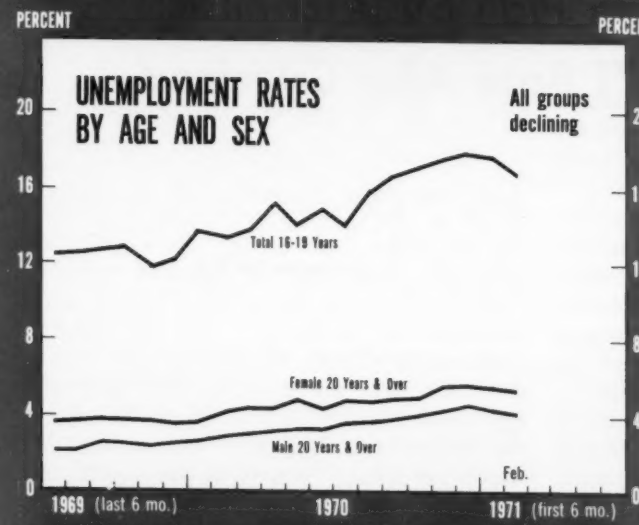
Recent economic data

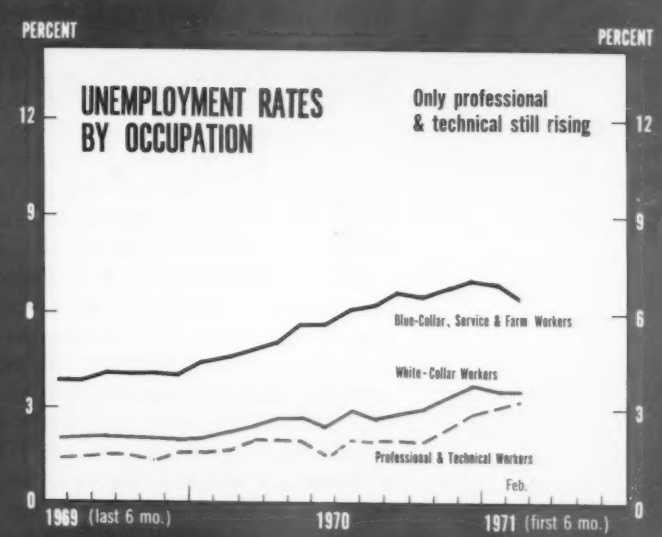
Industrial production declined slightly in February following two months of advance.

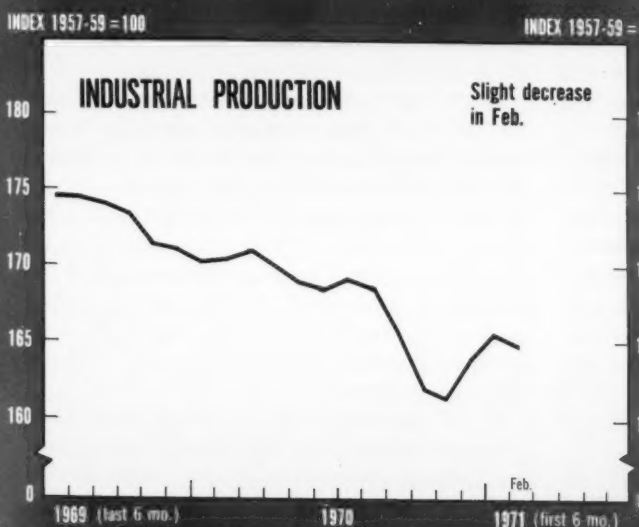
U.S. business has revised upward its capital spending plans. Late last year businessmen said they planned to increase outlays for plant and equipment by 1.5 percent in 1971; the latest survey projects an increase of 4.3 percent with a rising trend throughout the year.

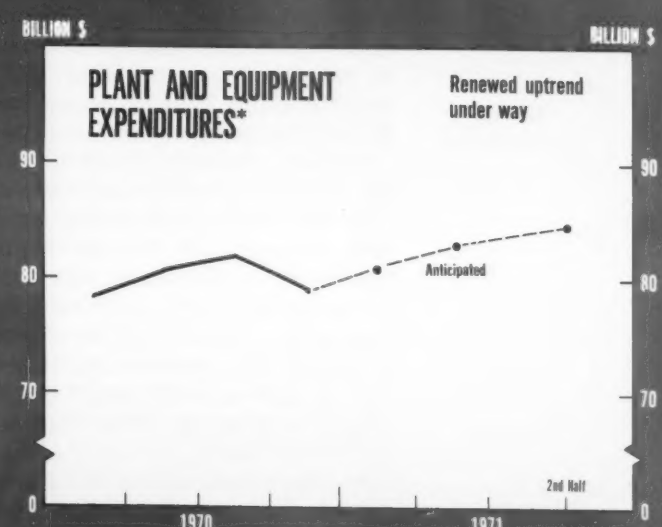
Latest Indicators











All data seasonally adjusted
*Annual Rates

Commerce Today
March 22, 1971
Vol. I, No. 12

Nixon Rejects Textile Pact On 2 Key Points

Single Overall Ceiling Plan By Japanese Seen Disruptive; 1971 Base Also Criticized

The terms of the Japan Textile Federation's program to limit textile exports to the U.S. violate at least two essential principles maintained consistently by American negotiators over the past two years, President Nixon pointed out in rejecting the Japanese program on March 11.

The President said that while he prefers a negotiated agreement to solve the textile problem and would welcome a resumption of the U.S.-Japan negotiations, he will now "strongly support" the textile quota provisions of the trade bill passed last year by the House of Representatives and reintroduced in 1971 by Chairman Wilbur D. Mills and Representative John W. Byrnes, both of the House Ways and Means Committee.

President Nixon centered his objections to the Japanese program on these two points:

► Only one overall ceiling for all cotton, wool and manmade fiber fabric and apparel textiles is provided, with only a general undertaking by the Japanese industry "to prevent undue distortions of the present pattern of trade." This allows concentration on specific categories, which could result in these categories growing many times faster than the overall limits.

► The overall ceiling would be based on imports from Japan in the year ending March 31, 1971, plus a growth factor. During the two years the U.S. has been negotiating with the Government of Japan, imports of manmade fiber textile products have greatly increased, and in January 1971 they entered this country at a recordbreaking level. Moreover, the program magnifies the potential growth of the sensitive categories by including in the base exports of cotton products which are already limited by agreement and which have been declining.

In contrast, President Nixon noted, the U.S. position as presented to the Japanese in meetings that continued through January of this year emphasized these terms:

► "A limited number of categories of particularly sensitive products, covering about one-half of those imports, would be assigned specific import ceilings. The ceilings would be based upon imports from Japan in 1969 plus a reasonable growth factor. Shifting of imports among these categories would be permitted so as to reflect changing conditions in the U.S. market, subject to limitations to avoid excessive concentration in any of these sensitive categories.

► "If imports from Japan of any other category exceed the 1970 import level plus a more liberal growth factor, the United States could request consultation with Japan, and

impose specific limitations if a mutually satisfactory solution was not reached."

The President recounted how on March 8, following discussions between Chairman Mills and the Washington representatives of the Japan Textile Federation, the Federation announced a unilateral program to limit shipments of textile products to the U.S. The President called this an "unorthodox action." He noted that the Japanese Government had endorsed it and had terminated negotiations on the textile issue with the U.S. Government.

President Nixon said the deficiencies in the Japanese program "make it clear that it will not result in an acceptable solution." He then commented that while he would prefer a negotiated agreement, and that resumption of negotiations would be welcomed by the U.S., the "maneuver of the Japanese industry" has effectively precluded further meaningful government-to-government negotiations. Consequently, he said, the Government must now give fullest consideration to "the other alternative solutions to the textile problem."

Commerce Department monitors flow

President Nixon also said that the U.S. would begin to make a detailed study and analysis of the flow of Japanese textiles into this country:

"I am directing the Secretary of Commerce to monitor imports of wool and man-made fiber textile products from Japan on a monthly basis. I am instructing that this monitoring begin immediately, with the results, including an analysis of any differences from what would have been the results under the terms we presented, to be made available to the entire Congress."

The textile quota provisions of the legislation that the President declared he will now "strongly support" are as follows:

The bill would limit by country and by category textile imports in 1971 to the average annual quantity entered during 1967-69. The bill, known as H.R. 20, would permit the President to conclude bilateral or multilateral agreements to regulate the quantities of textile articles which enter the United States. Articles so regulated would not be subject to the quantitative restrictions specified in the bill. Thus, the textile quotas would be superseded by such agreements.

The bill authorizes the President to exempt from import quotas any textile article which does not contribute to, cause or threaten to cause, market disruption in the United States. Such exemptions would be made for periods not in excess of 12 months, renewable by the President for similar periods. The bill also authorizes the President to exclude an article from quotas whenever such an exemption is in the national interest. In addition, the President may authorize increased imports whenever the domestic supply is inadequate to meet domestic demand at reasonable prices. Also excluded are textiles imported as personal belongings of citizens returning to the United States and non-commercial quantities imported for non-commercial purposes.

Quantitative restrictions would terminate on July 1, 1976 unless the President finds that extension of the quantitative limitations for periods not to exceed five years would be in the national interest. For the years after 1971, imports would be allowed to increase by not more than 5% over the previous year if the President determines that such an increase is consistent with the purposes of these provisions.

Articles subject to the Long-Term Arrangement Regarding International Trade in Cotton Textiles are excluded from these provisions of the bill, as are certain cordage articles specified in the 1955 U.S.-Philippine trade agreement, so long as the U.S. is a party to these arrangements.

Under the bill, "textile articles" are defined to include any article in schedule 3 of the Tariff Schedules of the United States (Textile Fibers and Products) which is wholly or partly of cotton, wool or other animal hair, man-made fibers (or any blend or combination) or cordage of hard (leaf) fibers, and certain headwear and gloves in schedule 7 if wholly or in chief value of cotton, wool or man-made fibers. Specifically excluded are raw cotton, linters and waste; raw wool and other animal hair and waste; man-made fiber waste; scrap cordage and rags; and certain woven fabrics used in manufacturing neckties.

Japan has been the largest single foreign supplier of man-made fiber textiles in the U.S. market. From 300 million yards in 1965, these imports from Japan rose to 775 million yards in 1970. During the negotiations with Japan over the last two years, U.S. imports of man-made fiber textile products from Japan increased by 73 percent, or an annual increase of of $135 million.

Another Ice Age?

Growing Volume Of Contaminants In Air May Insulate Earth, Bring Eternal Winter

Man's increasing pollution of his atmosphere may put him right back into another Ice Age.

Calculations compiled by Commerce's National Oceanic and Atmospheric Administration indicate that as civilization continues to contaminate the atmosphere, the number of small, dust-like particles, or aerosols, in the air steadily increases. It is the growing amount of this matter in the atmosphere that may ultimately create eternal winter on earth.

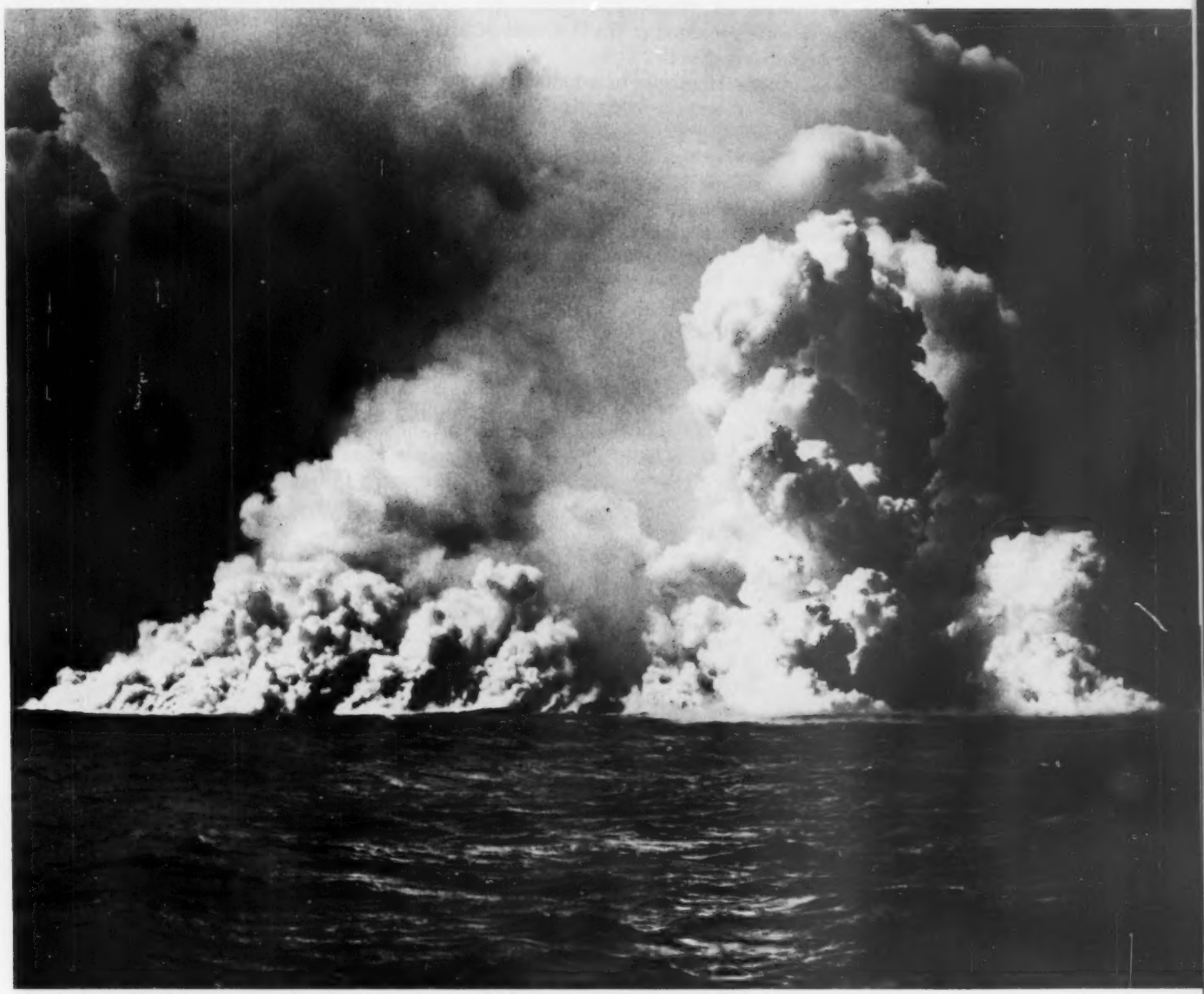
The total environment, according to Dr. Earl W. Barrett of NOAA's Environmental Research Laboratories in Boulder, Colo., is being altered, perhaps disastrously and irreversibly, by human activities.

"We know we are changing the atmosphere," explains William E. Cobb, a meteorologist with the Boulder facility's Atmospheric Physics and Chemistry Laboratory (APCL). But, he adds, "we must know how and at what rate, we are changing it. So far nature has been able to take care of her own pollution—even such cataclysmic events as the eruption of Krakatoa have upset the aerosol balance for not more than a few years." (The Indonesian volcano Krakatoa erupted in 1883.)

"It is essential that we keep a close watch on her (nature's) attempts to handle man's continuous polluting since nature's reaction could be something drastic. Even another ice age is possible." Cobb says it may not be the amount of pollution so much as its duration in the atmosphere which could cause a fundamental climatic change.

Dr. Barrett indicates that pollutants can exert subtle, long-range changes on weather and climate.

"Fifty million tons of particulate added to the atmosphere and retained there could cause the average surface temperature over the earth to dip from its present 60°F to about 40°F, a temperature at which most forms of plant life could not survive." He estimates that this is only 10 to 20 times as



VOLCANIC ACTION—*Steam billows up from the sea as molten lava pours into the Pacific Ocean near the Hawaiian village of Kapolo. This volcanic display originated from the Kilawea Crater. Scientists are now studying whether nature can take care of both her own pollution and man's.*

much material as is now present in the atmosphere.

Particulates, or aerosols, suspended in the atmosphere, change the reflectivity of the atmosphere and affect the amount of sunlight reaching the earth's surface.

According to Cobb, "the consequences of an increasing global particulate concentrate are not well known or understood. There is, for example, a widely accepted hypothesis that claims an increase in particulates will lead to an increase in non-precipitating clouds and a probable decrease in rainfall over maritime areas."

Cobb explained that washout by precipitation is the main process for ridding the atmosphere of particulates. An increase in the small aerosols may cause a decrease in rainfall, and, in turn, the particles will increase further as there will be less rainfall to remove them.

Another effect of the growing atmospheric pollution, according to Cobb, is the change in the atmosphere's electrical conductivity. NOAA scientists compared data gathered on a nine-month global expedition aboard the research vessel *Oceanographer* with information obtained in the early 1900s by the Car-

negie Institution of Washington. Data for both studies were recorded at the latitudes of 35° South and 35° North.

In the Southern Hemisphere, conductivity was found to be as aerosol free as the Carnegie study had a half century earlier. At the same latitude in the Northern Hemisphere, conductivity observed aboard the *Oceanographer* was 40 percent less than at 35° South, and at least 20 percent less than that measured by the Carnegie crews in the same mid-North Atlantic waters between 1910 and 1915.

"The lower conductivity over the North Atlantic is an indication that the suspended amount of aerosols has increased in that region. The increase can be attributed to the far greater amount of man-made pollution produced in the Northern Hemisphere," Cobb added. "Many particulates persist for about one month before they are washed out by rain or the normal sinking action of parts of the atmosphere."

Aerosols are usually injected, transported and washed-out in the same hemisphere, Cobb said.

Three factors listed by Cobb play major roles in the clean air of the South Pacific. First, with limited land masses, that region has not experienced the increased sources of manmade pollution found in the North. Second, atmospheric circulation inhibits the exchange of air between hemispheres; and third, the South Pacific area measured is a region of natural subsidence where sinking air is a part of the general circulation.

"Hopefully, the increased aerosol pollution found in the North Atlantic may as yet be confined to the band of prevailing westerly winds extending from North America to Europe," Cobb said. He also cited recent measurements at the Mauna Loa high alti-

ALASKAN STEAMER—*Mount Martin Crater continues to give off steam into the Alaskan atmosphere. Volcanoes may upset the aerosol balance of the atmosphere, but for not more than a few years.*

tude observatory operated by NOAA in Hawaii which shows little or no change in aerosol pollution there since 1959.

Measurements in the Indian Ocean conducted several hundred miles from land indicate that pollution levels in Southeast Asia have at least doubled since the 1911 to 1920 Carnegie measurements for that region.

NOAA's diesel-powered vessel *Oceanographer* compiled its measurements during a global expedition logging nearly 45,000 nautical miles.

In contrast to the pollution-free sailing ship *Carnegie* of 50 years ago, the NOAA vessel fought two types of pollutants: its own diesel exhaust, and second, strong winds. Winds might carry away the exhaust collected around the ship, but they also might create breaking waves which resulted in a salt spray over the entire vessel.

Although considerable data had to be discarded from the 1967 cruise, 75 days of conductivity data were obtained.

APCL scientists, who conduct research in deliberate attempts to change and control the weather, as well as investigate side effects of man's activities that may change the earth's climate, are continuing to measure and monitor the atmosphere.

Last December Cobb installed instruments at the Amundsen-Scott South Pole Station where atmospheric electric measurements will be taken. Cobb noted that detection of secular trends in the atmosphere recorded at the Pole may be the portent of global climate change.

Cobb hopes to begin simultaneous balloon flights from both the South Pole and Boulder to monitor atmospheric electricity and then to compare the data. He feels balloon measurements should aid in resolving some of the controversy surrounding the origin and maintenance of a global earth-ionosphere (atmosphere) electric circuit.

"Such measurements will reveal the possible existence of layers of aerosol pollution. This data should be gathered as soon as possible, especially before the advent of the SST," advises Cobb.

Another continuing atmospheric study is the Atmospheric Electricity Ten Year Program which was begun in 1969 by the Joint Committee on Atmospheric Electricity of the International Union of Geodesy and Geophysics. That program may include a tracing of one of the Carnegie voyages.

—NOAA

SUNLIGHT THROUGH THE CLOUDS—*As more particulates are suspended in the atmosphere, the amount of sunlight reaching the earth may be affected resulting in colder temperatures.*

Commerce Offers Aid To Investors, Licensors

International Specialists Help U.S. Companies Investigate, Assess Opportunities Overseas

In the development of their international business, many American companies have found that certain markets can be more effectively penetrated through manufacture overseas. Although the great majority of U.S. firms undoubtedly find it less complicated to export their products to foreign markets, it sometimes becomes expedient to consider local production in a given area.

The decision to manufacture abroad is influenced by a need to hold a market position, gain access to an otherwise closed area, or meet a combination of competitive and trade factors. In some cases such production is a natural outgrowth of exporting. Manufacture overseas can be achieved through the formation of joint ventures, licensing and technology agreements, or the establishment of wholly owned subsidiaries. For some U.S. firms investment is an adjunct to exporting and experienced companies use licensing and direct investment, along with exporting, as tools in expanding their world commercial potential.

It is apparent that there is also a direct relationship between exports and investments, in that about one-fourth of all U.S. exports are marketed through overseas subsidiaries or affiliates. Another 25 percent is believed to be induced by U.S.-established overseas facilities. Some U.S. firms export key components to their foreign affiliates or licensees whose responsibilities may include the manufacture of basic parts and assembly of the final product. Other firms ship both components and certain basic raw materials to their affiliates abroad.

The small to medium size U.S. firm unwilling or unable to make a large capital investment may use the licensing route as an entree to a foreign market. Licensing often provides a two-way exchange of technology, allows the U.S. firm to comply with government restrictions—both domestic and foreign—on foreign investments, and to realize profits in the form of royalties that have a

Businessmen desiring assistance with any phase of their foreign investment program should contact the Foreign Investment Services Division, Office of International Investment, U.S. Department of Commerce, BIC-878, Washington, D.C. 20230, phone 202–976-4065, or the nearest Commerce Field Office. Donald C. Linville of the Office of International Investment has prepared the accompanying article.

favorable effect on the balance of payments. Utilization of the trade/investment/licensing mix depends on a number of circumstances, including a U.S. firm's size, corporate philosophy, international business experience and the markets it operates in or hopes to develop.

The Commerce Department's Bureau of International Commerce (BIC) has a keen interest in encouraging all of this activity. Thus, it has assigned the Office of International Investment's Foreign Investment Services Division (FISD) a major role in assisting potential U.S. investors in investigating and evaluating overseas investment opportunities. This assistance can take various forms.

Kinds of assistance

It can include a review of the numerous Commerce services available to the potential licensor and investor, providing information on the activities of other investment-oriented U.S. Government agencies, suggesting additional sources of investment and trade data and arranging appointments in numerous private and foreign government organizations designed to promote and facilitate private sector investment.

Depending on the nature of the U.S. firm's investment interest, contacts can be arranged with the Overseas Private Investment Corporation (OPIC), newly created quasi-public corporation to take over and expand programs formerly administered by the Agency for International Development, or with the Export-Import Bank, or the International Finance Corporation of the World Bank Group and related agencies offering programs designed to insure and finance U.S. private investment abroad.

Prospective investors are also introduced to the operations and services of regional development organizations such as the Atlantic Community Development Group for Latin America (ADELA), Private Investment Company for Asia (PICA), Asian Development Bank, Inter-American Development Bank (IDB), International Financial Association for Investments and Development in Africa (SIFIDA), private investment banks, and other institutions providing capital for viable investment projects.

Last year more than 2,000 businessmen requested assistance from the Commerce specialists. Some sought help in locating potential foreign partners and licensees, others sought investment data on specific regions and countries and others were interested in finding sources of capital for proposed projects. Acting in their role as catalysts, the investment specialists handled each request on a case-by-case basis, pinpointing immediate sources of aid. Often, this involved helping the prospective U.S. investor assess and tap the expertise and data available in Commerce, by arranging appointments for in-depth Washington briefings with country desk officers and trade analysts in BIC's Office of International Commercial Relations and commodity officers in the Bureau of Domestic Commerce. Information and guidance on the protection of industrial property rights abroad are provided by officers in a sister division of the Office of International Investment, the Foreign Business Practices Division.

Through these conversations and subsequent discussions with specialists in other U.S. Government agencies, the American firm obtains data on a foreign country's investment climate, laws and regulations per-

Investment, Licensing Check List

Major factors U.S. businessmen should consider in contemplating investment abroad are pinpointed by the Foreign Investment Services Division for quick reference below. A detailed summary, *Foreign Investment Check List*, is available from the Division (see address, opposite page).

Market prospects: Size, trend, potential; purchasing power and population distribution; nature of competition; distribution systems.

Foreign Government regulations: Investment climate; international agreements; specific laws, regulatory practices; tax rates, incentives.

Finance: Availability of foreign exchange, banking facilities, local capital; remittance and repatriation problems; currency, exchange rates, controls; availability of loans, insurance, guarantees.

Materials: Availability of raw materials and spare parts, local machine, tool and die shops.

Communications and transport: Telegraph, telephone facilities; transportation services, costs, time.

Labor and management: Supply, organization; management relations, wage rates, laws; stability, mobility.

Physical facilities: Availability of sites and prices; building costs, water and power supply, reliability, costs.

U.S. Government regulations: Rules governing transfer of capital abroad; controls on export of technical data.

Doing business: Language and customs, cost of living; accounting and reporting; special considerations.

COMMERCE ASSISTS—*The Department of Commerce is well equipped to provide help to potential U.S. investors in locating partners or licensees abroad. Above, the signing of such an agreement is pictured. At U.S. exhibition during Mesucora '70 in Paris, Sam Ochlis, President of GRI Computer Corp., of Newton, Mass., worked out a distributorship/licensing arrangement with Jean-Louis Pourny, President Directeur General of SYNELEC. From left: Fourny, Ochlis, William Warnes of Commerce Department, and Richard Kirby, Commercial Attache, U.S. Embassy, Paris.*

tinent to investment and licensing, market factors, physical facilities and a host of other considerations that will play a role in the ultimate investment decision. The U.S. businessman learns the rules that must be followed in establishing a business in a foreign nation and explores sources for financing and protecting his investment.

At this time, Commerce's investment officers may also recommend that the potential investor contact some of the 125 investment offices maintained by 60 foreign nations in the U.S. These organizations, devoted to the promotion of private investment, can supply economic data on tax and wage rates, tariffs, industrial production, and markets, and suggest sources of financing. They can also review current investment incentives and regulations. In addition, some offices can identify local participants and assist U.S. company officials planning visits to their countries with introductions to appropriate government and industry officials. Commerce investment specialists work closely with many of these offices and annually prepare and publish an up-to-date listing of the offices for dissemination to the American business community.

By utilizing Commerce's "one-stop" service, the prospective investor arms himself with basic investment data and information. As a result, he is equipped to identify crucial factors that may cause him to re-examine his investment goals, and define further actions necessary to implement his investment project. In some cases, this may involve changing focus from one country to another or a basic decision to broaden, change or even cancel a planned investment. Throughout this often arduous process Commerce officers stand ready to offer additional suggestions and guidance.

Finding a partner

After a U.S. firm has decided to invest in a particular foreign nation, it is frequently faced with the task of finding a qualified partner or licensee. To assist U.S. companies

in locating suitable partners, Commerce specialists may recommend using Trade Lists, Trade Contact Surveys, Commercial Newsletter items or other appropriate techniques.

Trade Lists and Automated Trade Lists contain the names and addresses of foreign firms known to be interested in closer ties with U.S. firms. The foreign companies are listed by commodity interest and other pertinent data about the firm is included in its listing.

These lists, compiled by BIC's Commercial Intelligence Division, are based on information contained in World Trade Directory Reports (WTD's). Prepared by U.S. Foreign Service Officers, WTD's give basic business and financial background information on individual foreign firms.

For those U.S. firms that have narrowed their licensing interests to several specific countries, a Trade Contact Survey approach may prove desirable. Under this program, commercial officers at American Embassies or Consulates attempt to find several local firms that might express interest in the U.S. concern's proposal and meet its requirements. The names and qualifications of the foreign companies are transmitted to the U.S. firm for follow-up on an individual basis. WTD's are prepared on the prospective foreign licensees. The fee per country for a survey is $50. The service is not available for use in finding joint venture partners, because of commercial staffing limitations in Foreign Service posts.

U.S. firms can also disseminate licensing and joint venture proposals to the foreign business community through Commercial Newsletters published by U.S. Foreign Service posts. Interested foreign companies can write the U.S. firm for further details.

Leads published

In further cooperation with Commerce in its effort to identify suitable foreign participants are specialists at U.S. Foreign Service posts, who submit a steady flow of investment and licensing opportunities on behalf of foreign businessmen. In 1970, about 800 licensing and investment proposals were published in *Commerce Today* and its predecessor, *International Commerce;* and disseminated by industry trade associations. The proposals are also listed in the Department's Foreign Production and Commercial Reports *Index* which lists reports sent to Commerce describing overseas business activities.

U.S. Direct Investment Abroad By Area And Principal Industry

Millions of dollars

	1950	1960	1968
Total	**$11,788**	**$32,765**	**$64,756**
By area			
Canada	$3,579	$11,198	$19,488
Europe	1,733	6,645	19,386
Latin America	4,576	9,271	12,989
Asia	1,001	2,315	4,693
Africa	287	925	2,673
Other	612	2,411	5,527
By industry			
Manufacturing	$3,831	$11,152	$26,354
Petroleum	3,390	10,948	18,835
Mining	1,129	3,011	5,370
Other	3,438	7,654	14,197

Source: U.S. Department of Commerce, Office of Business Economics, *Survey of Current Business.*

As an adjunct to counseling of U.S. firms, Commerce specialists also help visiting foreign businessmen pursue their investment interests. With the cooperation on the 42 Commerce Department Field Offices, appointments are made with executives of U.S. firms expressing interest in meeting a foreign businessman and exploring his proposal. In many cases, these discussions continue after the foreign businessman has returned home.

As a further service to the potential investor, the Commerce Department has prepared a number of useful publications, including a foreign investment check list, articles on licensing and investment, a list of U.S. banks represented abroad and other appropriate materials.

Although the Foreign Investment Services Division carries out a number of related activities, its prime purpose is to assist U.S. firms in making profitable foreign investments. In the final analysis, the decision to manufacture abroad must be made by the firm itself, after it has taken the steps necessary in making an intelligent and subjective decision. The specialists in Commerce are ready, willing and able to assist any U.S. company, large or small, with any aspect of its international investment program.

—Bureau of International Commerce

U.S. Firms Take Lead In Helping Minorities

Advertising Council's OMBE Involvement Reflects New Awareness Among Businessmen

"The free enterprise system has the flexibility to make room for America's minorities, who comprise 17 percent of the population, but own less than 3 percent of the businesses and less than one-half of 1 percent of the business assets," Walter L. Sorg, Assistant Director of the Commerce Office of Minority Business Enterprise, points out.

"If the system fails to respond to such challenges as expanded business participation it will be unable to survive in its present form and will be unrecognizable within the next 15 to 20 years."

Sorg is optimistic that American Business will rise to the occasion.

"Businessmen are beginning to take the initiative. I think they can and will demonstrate their ability to resolve the legitimate demands of minorities who are seeking equality of access into the economic mainstream. An example of this is the sponsorship by an increasing number of major corporations of Minority Enterprise Small Business Investment Companies (MESBICs)."

The Advertising Council, Inc., a volunteer organization which designs and carries out advertising campaigns for worthwhile public services, agrees with Sorg, and has stepped into the picture to provide such a campaign for the OMBE-MESBIC project.

The MESBIC concept

Established through a cooperative program of OMBE and the Small Business Adminstration, MESBICs are SBA-licensed private investment companies whose sole purpose is to provide business opportunities, long-term financing and management assistance to minority businesses. The comprehensive program utilizes the unique skills and resources of American corporations seeking a sound means of assisting in the development of minority enterprise. MESBICs are funded and operated privately by major companies across the country—from New York to California; from Michigan to Texas.

To form a MESBIC, a private investor puts up a minimum of $150,000 in capital, incorporates as an investment company, and ob-

How a smaller company can invest in minority business just like General Motors
Here's why Mr. Roche of General Motors thinks investing in minority business is just plain good business.
Try this on.
Then try to start your own business.
MESBICs are the new Minority Enterprise Small Business Investment Companies. More than a hundred are under way, quietly integrating the American free enterprise system.
Businessmen who have thought about what it's like to look for investors if you're wearing a black face, Puerto Rican face, Mexican-American face or Indian face are starting them up.
The leverage a MESBIC sponsor company gets for its money is impressive. As little as $150,000 of corporate funds can be leveraged to as much as $2,250,000 in funds for minority businesses. There are tax advantages, too.
Making a MESBIC is not for headline hunters. It mainly involves investing money in promising minority enterprises, then working with the people you put to work to help them make a go of it. Nothing spectacular about it.
It's really just one way a grateful company can strengthen the system that enabled it to prosper to the point where it's in a position to loan money.
If you agree that's good business, write to A. S. Venable, Director, Office of Minority Business Enterprise, United States Department of Commerce, Washington, D.C. 20230.
The MESBIC program offers an effective means to provide minority businessmen with capital and to train and equip them with the knowledge and experience they will need to be able to compete on equal terms.
We at General Motors are proud to be among the first to make this imaginative concept a reality.
I hope every American businessman will give the most serious consideration to how he and his company can ally themselves in this effort to develop new business opportunities for our minority citizens.
For complete information on MESBIC sponsorship, write to: A. S. Venable, Director, Office of Minority Business Enterprise, United States Department of Commerce, Washington, D.C. 20230.
M. Roche, Chairman of the Board, General Motors Corporation
You don't have to be a giant corporation to start a MESBIC. In fact, you don't have to be a company at all. Two of the first eleven chartered are backed by local groups of investors. Several Chambers of Commerce are organizing consortiums.
There's one catch: you have to put up a little more than money. Along with your capital commitment

CAMPAIGNING FOR PROGRESS—*Five advertisements (three of which are pictured above) were created by the Advertising Council, and are being published at no charge by members of the American Business Press. The purpose of the ads is to urge business sponsorship of MESBICs.*

tains a license to operate from SBA. After the MESBIC is in operation, it is eligible to borrow $2 from the SBA for every $1 it has in private capital, from a minimum of $300,000 to a maximum of $7½ million. These funds are for "seed capital" investments in minority businesses, either in the form of long-term loans (5-20 years), equity investment or a combination of both. In addition to "seed capital," the MESBIC opens the way for the new minority entrepreneur to borrow up to four times this amount in SBA-guaranteed bank loans for minority ventures, securing a capital flow of as much as $2.25 million to minority businesses from its original $150,000 investment.

This leverage potential is significant, using the basic capitalistic system to make every dollar put up by private investors work like 15 toward the financing of minority companies.

Financing is not the only service offered to minority enterprise by the MESBIC. It also acts as a management assistance resource and

A FUTURE MINORITY ENTERPRISE—*This landscape in Winston-Salem, N.C., will be changed by the Mid-City Shopping Center, a minority business venture being developed on the 11-acre tract by the Winston Improvement Corp. with the help of a MESBIC, Forsyth County Investment Corporation.*

counsellor to the minority businesses in which it has invested. Such assistance may vary from making arrangements to secure voluntary legal or accounting advice to helping obtain a contract for the minority business' goods or services. In addition, many MESBICs aggressively seek out sound business opportunities.

Walter L. Sorg
Assistant Director
Office of Minority Business Enterprise

"We—meaning OMBE," said Sorg, "will not be satisfied until over 100 MESBICs are licensed and in operation, doing a job to develop more minority-owned businesses in America. Our immediate target is to generate a potential capital flow of $250 million by June 30."

To help OMBE accomplish this objective, the Advertising Council joined the team, designing an advertising campaign intended to stimulate the resource community without overselling or building the hopes of minority groups beyond the expectations of the drive.

With this in mind, Robert P. Keim, president of the Council and a member of the National Advisory Council on Minority Business Enterprise spearheaded the project for the public service agency. Ross Roy of New York, Inc. became the advertising firm volunteering its service to create the campaign and the five advertisements to go with it.

Business press briefed

Charles S. Adorny, F. Henry Larson and Arthur Winters of Ross Roy planned and prepared the ads; David W. Burke of General Electric Co. became the volunteer coordinator of the program; and on December 8 the campaign was launched to the business press, when the Commerce Department and the American Business Press, Inc. held a conference in Washington, D.C.

MINORITY BUSINESS IN ACTION—*Winston Industries in North Carolina was the first venture of the Forsyth County Investment Corporation, the Winston-Salem MESBIC. The workers are busy turning out this textile manufacturer's second Department of Defense contract for bandoleers.*

At the same time, 2,600 members of the business press were mailed material on the campaign, including copies of five planned advertisements to be used.

"To date," said Roy Weber of the Advertising Council, "in the area of 75 trade and business publications have used one or more of the MESBIC ads, with requests coming in daily for material even from publications not included in the original mailing."

Public response

Over the first two months of the MESBIC advertising drive, Sorg's office has received more than 100 replies (one from as far as Denmark), asking for information on the MESBIC program. While it is still too soon to estimate the value of the campaign, the indicated response from the public could mean the establishment of many more MESBICs.

The list of U.S. corporations which have already set up MESBICs includes:

General Motors Corporation, Arcata National Corporation, Varian Associates, Fluor Corporation Ltd., American Standard, Inc., Broad Arrow Investment Corporation, General Foods Corporation, ITT, Pioneer Properties Company, Pioneer Systems, Inc., Hartford National Corporation, Standard Oil Company (Indiana), Combined Insurance Company of America, Ashland Oil & Refining Company, North American Development Corporation, Prudential Insurance Company of America, Phillips Petroleum Company, University Computing Company, and S. C. Johnson & Son, Inc.

—Office of Minority Business Enterprise

THE WAY TO DO IT—*Putting minorities in business will make them a part of the U.S. free enterprise system, a pattern followed by MESBICs sponsored by business throughout the entire United States.*

A MESBIC DIRECTOR—*James F. Hansley, Executive Director of the Forsyth County Investment Co., a successful MESBIC in Winston-Salem, N.C.*

Color Gap Closing, Women Surge Ahead, Young Gain Fastest

Population Census Show More Negroes Living In Wider Area; Men Scarce; Nation Younger

• Negro population growth in the decade between 1960 and 1970 was substantially greater than the growth recorded by the white population, and Negroes are continuing to move out of the South.

• The sex gap is widening. There are now about 95 males for every 100 females in the country, compared to a 97-to-100 ratio in 1960.

• Young people between the ages of 15 and 24 were the fastest growing age group in the Nation over the past ten years.

These and other facts were revealed as the Census Bureau released race, sex and age statistics for 1970 on the 50 states and the District of Columbia. These characteristics of Americans are valuable tools which business and industry use to evaluate markets and plan production and distribution.

The white population during the sixties grew only about 12 percent, compared with a 20 percent increase for Negroes, and a nearly 80 percent jump for the other minority races.

These differing growth rates mainly reflect differing birth rates, with one exception —the other minority races, whose jump in population is probably caused by heavy immigration.

New census figures

Contrary to some reports several years ago, the figures from the 1970 Census of Population disclosed that Negroes migrated out of the South during the sixties in nearly the same high numbers as in the previous two decades.

Despite the migration of Negroes, the

Racial Distribution

	Percentage of Whites		Percentage of Negroes		Percentage of Other Races		Number of Whites in 1970 (in thousands)	Percent Change Since 1960	Number of Negroes in 1970 (in thousands)	Percent Change Since 1960	Number of Other Races in 1970 (in thousands)	Percent Change Since 1960
	1970	1960	1970	1960	1970	1960						
United States	87.4	88.6	11.2	10.5	1.4	0.9	177,612	+11.8	22,673	+ 20.1	2,881	+ 77.9
Regions												
Northeast[1]	90.4	92.9	8.9	6.8	0.8	0.3	44,267	+ 6.6	4,342	+ 43.4	386	+204.0
North Central[2]	91.3	93.0	8.1	6.7	0.6	0.3	51,641	+ 7.6	4,572	+ 32.7	359	+111.0
South[3]	80.1	79.1	19.2	20.6	0.6	0.3	50,327	+15.8	12,064	+ 6.7	404	+118.5
West[4]	90.2	92.1	4.9	3.9	5.0	4.1	31,377	+21.5	1,695	+ 56.1	1,732	+ 52.3
States												
Alabama	73.4	69.9	26.4	30.0	0.2	0.1	2,529	+10.7	908	- 7.3	7	+142.5
Alaska	78.8	77.2	3.0	3.0	18.2	19.8	237	+35.6	9	+ 31.6	55	+ 22.0
Arizona	90.6	89.8	3.0	3.3	6.4	6.9	1,605	+37.2	53	+ 22.9	113	+ 26.2
Arkansas	81.2	78.1	18.6	21.8	0.3	0.1	1,561	+11.9	357	- 8.1	5	+178.5
California	89.0	92.0	7.0	5.6	4.0	2.4	17,761	+22.9	1,400	+ 58.4	792	+109.5
Colorado	95.7	97.0	2.9	2.3	1.3	0.8	2,112	+24.0	66	+ 66.1	28	+ 40.0
Connecticut	93.5	95.6	6.0	4.2	0.5	0.2	2,835	+17.0	181	+ 68.6	15	+279.8
Delaware	85.1	86.1	14.2	13.6	0.6	0.3	466	+21.4	78	+ 29.0	3	+163.8
District of Columbia	27.7	45.2	71.1	53.9	1.3	0.9	209	+18.5	538	+ 30.6	10	+ 37.0
Florida	84.1	82.1	15.5	17.8	0.4	0.2	5,711	+40.5	1,050	+ 19.2	28	+279.7
Georgia	73.8	71.4	26.0	28.5	0.2	0.1	3,388	+20.2	1,191	+ 6.1	11	+242.1
Hawaii	38.8	32.0	1.0	0.8	60.2	67.3	298	+47.4	8	+ 53.2	463	+ 8.7
Idaho	98.1	98.5	0.3	0.2	1.6	1.2	699	+ 6.3	2	+ 41.8	12	+ 40.1
Illinois	86.4	89.4	12.8	10.3	0.8	0.3	9,600	+ 6.5	1,426	+ 37.4	88	+163.0
Indiana	92.8	94.1	6.9	5.8	0.3	0.1	4,820	+ 9.8	357	+ 32.8	16	+240.1
Iowa	98.5	99.0	1.2	0.9	0.3	0.1	2,783	+ 0.9	33	+ 28.6	9	+159.6
Kansas	94.5	95.4	4.8	4.2	0.8	0.4	2,122	+ 2.1	107	+ 17.0	18	+106.3
Kentucky	92.3	92.8	7.5	7.1	0.2	0.1	2,971	+ 5.4	241	+ 11.7	6	+191.1
Louisiana	69.7	67.9	29.9	31.9	0.4	0.2	2,540	+14.8	1,089	+ 4.8	13	+113.5
Maine	99.3	99.4	0.3	0.3	0.4	0.3	985	+ 2.3	3	- 15.6	4	+ 49.5
Maryland	81.4	83.0	17.9	16.7	0.7	0.3	3,193	+24.1	701	+ 54.6	28	+247.3
Massachusetts	96.3	97.6	3.1	2.2	0.6	0.3	5,478	+ 9.0	176	+ 57.2	36	+163.0
Michigan	88.3	90.6	11.2	9.2	0.6	0.3	7,833	+10.6	991	+ 38.1	51	+156.0
Minnesota	98.2	98.8	1.0	0.7	0.9	0.6	3,736	+10.8	35	+ 11.7	34	+ 70.3
Mississippi	62.8	57.7	36.8	42.0	0.4	0.2	1,393	+10.8	816	- 10.9	8	+ 62.0
Missouri	89.3	90.8	10.3	9.0	0.4	0.1	4,177	+ 6.5	480	+ 22.9	19	+214.2
Montana	95.5	96.4	0.3	0.2	4.2	3.3	633	+ 1.9	2	+ 36.0	29	+ 30.2
Nebraska	96.6	97.4	2.7	2.1	0.8	0.5	1,433	+ 4.2	40	+ 36.4	11	+ 46.7
Nevada	91.8	92.3	5.7	4.7	2.6	2.9	448	+70.1	28	+105.9	13	+ 53.3
New Hampshire	99.4	99.6	0.3	0.3	0.3	0.1	733	+21.3	3	+ 31.6	2	+202.6
New Jersey	88.6	91.3	10.7	8.5	0.7	0.2	6,350	+14.6	770	+ 49.6	48	+271.7
New Mexico	90.1	92.1	1.9	1.8	7.9	6.1	916	+ 4.6	20	+ 14.6	81	+ 38.5
New York	86.8	91.1	11.9	8.4	1.3	0.5	15,790	+ 3.3	2,167	+ 52.9	234	+200.4
North Carolina	76.6	74.6	22.4	24.5	1.0	0.9	3,892	+14.5	1,138	+ 1.9	53	+ 29.5
North Dakota	97.0	98.0	0.4	0.1	2.6	1.9	599	- 3.3	2	+221.0	16	+ 30.1
Ohio	90.6	91.8	9.1	8.1	0.3	0.1	9,647	+ 8.3	970	+ 23.5	35	+225.8
Oklahoma	88.9	90.5	7.0	6.6	4.2	2.9	2,275	+ 7.9	178	+ 16.2	106	+ 57.8
Oregon	97.2	97.9	1.3	1.0	1.6	1.1	2,032	+17.3	26	+ 45.1	33	+ 78.2
Pennsylvania	91.0	92.4	8.6	7.5	0.3	0.1	10,738	+ 2.7	1,017	+ 19.2	40	+ 14.5
Rhode Island	96.6	97.6	2.7	2.1	0.7	0.3	915	+ 9.1	25	+ 38.2	7	+171.3
South Carolina	69.3	65.1	30.5	34.8	0.3	0.1	1,794	+15.7	789	- 4.9	7	+208.9
South Dakota	94.7	96.0	0.2	0.2	5.0	3.9	630	- 3.5	2	+ 46.1	34	+ 27.5
Tennessee	83.7	83.5	16.1	16.5	0.2	0.1	3,283	+10.3	632	+ 7.6	9	+248.0
Texas	86.6	87.4	12.7	12.4	0.7	0.2	9,697	+15.8	1,420	+ 20.0	80	+354.2
Utah	97.4	98.1	0.6	0.5	2.0	1.4	1,032	+18.1	7	+ 59.5	21	+ 63.9
Vermont	99.6	99.8	0.2	0.1	0.2	0.1	443	+13.7	761	+ 46.6	1	+276.3
Virginia	80.8	79.2	18.6	20.6	0.6	0.2	3,757	+19.6	865	+ 6.0	26	+210.7
Washington	95.4	96.4	2.1	1.7	2.5	1.9	3,251	+18.1	71	+ 46.3	87	+ 64.4
West Virginia	95.6	95.1	4.2	4.9	0.2	0.1	1,667	- 5.8	74	- 17.3	3	+277.6
Wisconsin	96.4	97.6	2.9	1.9	0.7	0.5	4,259	+10.4	128	+ 72.0	31	+ 67.0
Wyoming	97.2	97.8	0.8	0.7	2.1	1.5	323	+ 0.03	3	+ 17.6	7	+ 37.6

[1]The Northeast region includes nine States: Connecticut, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont.

[2]The North Central region includes 12 States: Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

[3]The South region includes the District of Columbia and 16 States: Alabama, Arkansas, Delaware, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia, and West Virginia.

[4]The West region includes 13 States: Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, and Wyoming.

Males And Females

	Males per 100 Females in 1970	Males per 100 Females in 1960	Males in 1970 (in thousands)	Percent Change Since 1960	Females in 1970 (in thousands)	Percent Change Since 1960
United States	94.8	97.1	98,882	+11.9	104,284	+14.6
Regions						
Northeast	92.5	94.7	23,543	+ 8.4	25,452	+10.9
North Central	95.0	97.4	27,563	+ 8.2	29,009	+11.0
South	94.9	97.0	30,578	+13.0	32,217	+15.4
West	97.7	100.6	17,199	+22.3	17,606	+25.9
States						
Alabama	93.2	95.0	1,661	+ 4.4	1,783	+ 6.4
Alaska	119.1	132.3	163	+26.7	137	+40.8
Arizona	96.8	101.2	871	+33.0	900	+39.0
Arkansas	94.0	96.9	932	+ 6.0	991	+ 9.3
California	96.8	99.4	9,817	+25.3	10,136	+28.6
Colorado	97.5	98.5	1,089	+25.1	1,118	+26.5
Connecticut	94.2	96.4	1,470	+18.2	1,561	+20.9
Delaware	95.2	98.2	267	+20.9	281	+24.7
District of Columbia	86.8	88.3	351	- 1.9	405	- 0.2
Florida	93.2	96.9	3,275	+34.4	3,515	+38.8
Georgia	94.5	95.5	2,230	+15.8	2,360	+17.0
Hawaii	108.1	114.8	399	+16.0	369	+25.5
Idaho	99.7	102.9	356	+ 5.1	357	+ 8.5
Illinois	94.2	96.6	5,392	+ 8.9	5,722	+11.6
Indiana	95.1	97.2	2,531	+10.1	2,662	+12.6
Iowa	94.6	97.2	1,373	+ 1.0	1,452	+ 3.8
Kansas	96.2	98.6	1,102	+ 1.9	1,145	+ 4.4
Kentucky	96.2	98.6	1,578	+ 4.6	1,641	+ 7.2
Louisiana	94.7	95.6	1,770	+11.2	1,871	+12.4
Maine	94.8	97.7	483	+ 0.8	509	+ 3.9
Maryland	95.5	97.8	1,916	+25.0	2,006	+28.0
Massachusetts	91.6	93.4	2,719	+ 9.4	2,970	+11.5
Michigan	96.1	98.5	4,349	+12.0	4,526	+14.9
Minnesota	96.0	98.4	1,864	+10.1	1,941	+12.8
Mississippi	94.0	95.2	1,074	+ 0.6	1,143	+ 2.9
Missouri	93.2	95.3	2,256	+ 7.0	2,421	+ 9.5
Montana	99.9	103.8	347	+ 0.9	347	+ 4.9
Nebraska	95.4	98.4	724	+ 3.5	759	+ 6.7
Nevada	102.8	107.1	248	+68.0	241	+74.9
New Hampshire	95.7	96.5	361	+21.0	377	+22.1
New Jersey	93.7	96.0	3,467	+16.7	3,701	+19.6
New Mexico	97.2	101.8	501	+ 4.4	515	+ 9.3
New York	91.6	93.8	8,695	+ 7.0	9,496	+ 9.7
North Carolina	95.9	97.3	2,487	+10.7	2,595	+12.4
North Dakota	101.8	104.5	312	- 3.6	306	- 1.0
Ohio	94.1	96.4	5,163	+ 8.4	5,489	+11.1
Oklahoma	94.8	97.2	1,246	+ 8.5	1,313	+11.3
Oregon	95.9	99.0	1,024	+16.4	1,067	+20.1
Pennsylvania	92.4	94.8	5,665	+ 2.8	6,128	+ 5.5
Rhode Island	96.2	96.4	464	+10.1	482	+10.2
South Carolina	96.5	97.4	1,272	+ 8.2	1,318	+ 9.3
South Dakota	98.4	102.4	303	- 4.1	335	- 0.2
Tennessee	93.6	95.3	1,897	+ 9.0	2,027	+11.0
Texas	95.8	98.1	5,479	+15.5	5,717	+18.3
Utah	97.6	99.8	523	+17.6	536	+20.3
Vermont	95.6	96.8	217	+13.3	227	+14.6
Virginia	97.6	99.6	2,296	+16.0	2,352	+18.3
Washington	98.7	101.2	1,694	+18.0	1,715	+21.0
West Virginia	93.8	96.8	844	- 7.7	900	- 1.6
Wisconsin	96.3	98.9	2,167	+10.3	2,250	+13.2
Wyoming	100.7	104.9	167	- 1.3	166	+ 2.9

South recorded an historic population gain, caused by an influx of whites to this region from other parts of the country.

Nearly one-third of the total population of the United States is now concentrated in the Southern states.

Continuing migration

Even with the continuing Negro migration northward, the South still is the home of over half of the total Negro population—12 million out of a total black population of nearly 23 million.

The Census Bureau report showed that the black population in the South declined by 1.4 million in the sixties, about the same as in each of the two preceding decades.

For the U.S. as a whole, this was the racial distribution pattern for the 1970 and 1960 counts:

	1960	1970
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Negroes	10.5	11.2
Other Races	0.9	1.4

Asked about the migratory trend, Secretary Stans said, "I would certainly assume that greater job opportunities in the North would be the chief motivating factor."

He added that he has no doubt that "higher welfare benefits in the North are also a factor."

Stans pointed out that "President Nixon's program for family assistance would equalize welfare benefits."

Stans expects the Negro migration from the South to diminish in the next decade.

Southern gains

The South registered a gain through in-migration of nearly a half million new residents during the last decade. It was the first such increase in many decades and resulted from a total gain of 1.8 million whites (16 percent more than in 1960)—primarily from the North and the West—balanced against the net loss of 1.4 million Negroes.

Most of the population gains through migration occurred in Florida, Maryland, Virginia and Texas.

The migration pattern for whites changed most sharply in South Carolina, North Carolina, Georgia, Alabama, Mississippi, Tennessee, Arkansas, and Louisiana. White gains by in-migration in the 1960s for the eight states totaled nearly 400,000. In the 1950s, and 1940s, the eight states lost 800,000 in each of the decades.

Almost all

The eight states continued to lose Negroes through out-migration during the sixties. These states accounted for almost all of the loss for the entire Southern region.

These figures on net migration do not come directly from the census counts. They are estimates based on net population changes as indicated by the 1970, 1960 and 1950 censuses and on reported figures on birth and deaths for each of the states during these

Changes In Age Groupings

Changes in Six Age Groups

	Under 5		5-14		15-24		25-44		45-64		65 and Over		
	1970 (in thousands)	Percent Change Since 1960	1970 (in thousands)	Percent Change Since 1960	1970 (in thousands)	Percent Change Since 1960	1970 (in thousands)	Percent Change Since 1960	1970 (in thousands)	Percent Change Since 1960	1970	Percent Change Since 1960	Median Age in 1960
United States	17,167	-15.5	40,743	+14.9	35,441	+47.5	47,980	+ 2.3	41,785	+15.9	20,050	+21.1	29.5
Regions													
Northeast	3,989	-14.4	9,353	+15.5	8,011	+45.2	11,556	- 4.1	10,892	- 9.2	5,193	+17.8	32.3
North Central	4,837	-19.5	11,662	+14.2	9,786	+46.0	13,067	-11.7	11,493	+ 9.3	5,727	+15.5	29.7
South	5,404	-15.7	12,739	+10.5	11,350	+41.1	14,782	+ 5.3	12,487	+19.4	6,033	+34.6	27.2
West	2,937	- 9.4	6,989	+24.0	6,295	+64.4	8,574	+12.7	6,913	+28.4	3,096	+31.3	28.7
States													
Alabama	302	-22.7	719	+ 0.2	616	+26.5	791	- 1.5	690	+13.7	326	+24.7	26.0
Alaska	32	- 6.2	71	+53.9	62	+53.1	87	+21.9	41	+45.2	7	+27.9	23.3
Arizona	159	- 5.0	379	+32.5	318	+70.2	412	+20.2	342	+49.0	161	+79.0	25.7
Arkansas	159	-18.3	383	+ 2.1	326	+29.7	412	+ 3.5	406	+ 9.0	237	+22.0	29.0
California	1,643	- 5.9	3,882	+28.6	3,558	+71.1	5,036	+14.2	4,034	+30.6	1,801	+30.9	30.0
Colorado	186	-12.2	458	+27.2	422	+73.7	547	+17.9	406	+27.0	188	+18.8	27.9
Connecticut	253	- 9.0	600	+28.0	494	+61.6	731	+ 3.6	665	+24.4	289	+19.1	31.8
Delaware	48	-12.5	117	+32.8	95	+66.3	136	+ 7.3	108	+29.9	44	+22.6	28.7
District of Columbia	60	-23.5	129	+11.3	145	+33.1	197	- 9.0	155	- 12.1	71	+ 2.4	32.2
Florida	503	- 7.1	1,250	+35.1	1,075	+69.6	1,510	+18.1	1,467	+43.9	986	+78.2	31.2
Georgia	423	-10.4	951	+11.7	859	+42.6	1,122	+10.7	867	+21.6	367	+26.4	25.9
Hawaii	71	-12.5	160	+16.7	153	+45.5	203	+10.7	138	+41.7	44	+51.3	24.3
Idaho	84	-22.3	152	+ 2.1	127	+35.0	157	- 1.7	143	+16.9	68	+16.3	26.0
Illinois	937	-17.1	2,233	+19.4	1,855	+46.2	2,653	- 0.8	2,343	+ 8.3	1,094	+12.2	31.2
Indiana	456	-16.1	1,075	+14.5	917	+45.8	1,222	+ 1.5	1,030	+14.1	494	+10.8	28.9
Iowa	233	-24.1	574	+ 4.2	477	+33.2	812	- 6.2	579	+ 3.0	350	+ 6.9	30.3
Kansas	175	-28.9	440	+ 3.2	406	+39.9	501	- 8.0	459	+ 6.3	266	+10.8	29.9
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Mississippi	210	-24.7	490	- 2.3	406	+22.6	466	- 1.8	422	+ 5.2	222	+17.0	24.2
Missouri	371	-25.5	919	-15.9	784	+40.0	1,060	+ 0.5	981	+48.3	561	+11.4	31.6
Montana	57	-31.3	151	+ 4.7	122	+34.9	155	- 7.0	141	+12.6	69	+ 5.1	27.6
Nebraska	120	-25.0	300	+ 8.9	258	+40.7	326	- 4.1	296	+ 2.6	184	+11.8	30.2
Nevada	44	+32.6	100	+85.0	79	+109.6	134	+60.4	100	+71.7	31	+70.4	29.5
New Hampshire	65	- 1.2	149	+28.0	126	+59.2	171	+13.1	149	+17.2	78	+15.8	31.0
New Jersey	589	- 8.2	1,403	+26.8	1,121	+56.3	1,746	+ 1.8	1,612	+21.7	697	+24.4	32.4
New Mexico	97	-29.0	242	+ 7.8	188	+30.3	241	- 4.2	178	+24.0	71	+37.7	22.8
New York	1,484	-12.2	3,385	+15.3	2,941	+45.0	4,403	- 3.2	4,023	+ 3.4	1,954	+15.8	33.1
North Carolina	439	-16.6	1,016	+ 2.1	984	+35.5	1,232	+ 3.4	998	+23.9	414	+32.7	25.5
North Dakota	51	-35.5	135	- 2.6	114	+26.1	130	-11.3	122	+ 2.0	66	+13.3	26.2
Ohio	921	-19.2	2,187	+12.8	1,846	+48.0	2,515	- 2.8	2,186	+15.3	998	+11.2	29.5
Oklahoma	198	-18.4	492	+ 8.0	450	+36.5	586	+ 3.2	536	+10.4	299	+20.1	30.0
Oregon	164	-11.5	406	+12.7	366	+61.5	480	+ 9.4	449	+19.9	227	+23.5	30.8
Pennsylvania	926	-22.0	2,251	+ 6.8	1,928	+36.3	2,683	-11.4	2,733	+11.5	1,272	+12.7	32.0
Rhode Island	76	-15.3	174	+13.1	174	+48.0	210	- 6.4	209	+13.4	104	+16.1	31.9
South Carolina	236	-20.1	562	- 0.6	519	+31.2	606	+ 1.6	487	+25.0	191	+26.8	23.4
South Dakota	54	-34.7	143	- 1.5	119	+30.3	136	-14.3	133	+ 1.9	80	+12.5	27.7
Tennessee	326	-17.1	773	+ 5.2	699	+33.0	937	+ 3.2	805	+15.7	383	+24.0	28.0
Texas	1,003	-13.7	2,328	+15.8	2,052	+49.5	2,685	+ 7.5	2,138	+19.4	990	+32.9	27.0
Utah	112	-11.4	241	+15.7	214	+56.8	238	+ 9.2	177	+24.6	78	+29.4	22.9
Vermont	40	- 9.8	92	+16.3	80	+48.5	99	+ 9.2	86	+ 9.5	47	+ 8.6	29.3
Virginia	393	-14.2	931	+14.9	881	+44.6	1,165	+ 9.5	912	+27.3	366	+26.6	27.1
Washington	280	-11.1	677	+17.5	626	+63.7	306	+ 9.8	698	+23.3	322	+15.4	29.6
West Virginia	139	-29.2	336	-16.5	301	+15.1	383	-15.9	391	+ 5.0	194	+12.5	28.5
Wisconsin	382	-18.6	935	+17.0	770	+52.0	977	+ 1.0	880	+ 9.3	473	+17.4	29.4
Wyoming	28	-30.1	70	- 0.5	58	+31.4	78	-10.0	87	+ 9.0	30	+16.6	27.3

Males And Females

	Males per 100 Females in 1970	Males per 100 Females in 1960	Males in 1970 (in thousands)	Percent Change Since 1960	Females in 1970 (in thousands)	Percent Change Since 1960
United States	94.8	97.1	96,882	+11.9	104,284	+14.6
Regions						
Northeast	92.5	94.7	23,543	+ 8.4	25,452	+10.9
North Central	95.0	97.4	27,563	+ 8.2	29,009	+11.0
South	94.9	97.0	30,578	+13.0	32,217	+15.4
West	97.7	100.6	17,199	+22.3	17,606	+25.9
States						
Alabama	93.2	95.0	1,661	+ 4.4	1,783	+ 6.4
Alaska	119.1	132.3	163	+26.7	137	+40.8
Arizona	96.8	101.2	871	+33.0	900	+39.0
Arkansas	94.0	96.9	932	+ 6.0	991	+ 9.3
California	96.8	99.4	9,817	+25.3	10,136	+28.6
Colorado	97.5	98.5	1,089	+25.1	1,118	+26.5
Connecticut	94.2	96.4	1,470	+16.2	1,561	+20.9
Delaware	95.2	98.2	267	+20.9	281	+24.7
District of Columbia	86.8	88.3	351	- 1.9	405	- 0.2
Florida	93.2	96.9	3,275	+34.4	3,515	+38.8
Georgia	94.5	95.5	2,230	+15.8	2,360	+17.0
Hawaii	108.1	114.8	389	+18.0	369	+25.5
Idaho	99.7	102.9	356	+ 5.1	357	+ 8.5
Illinois	94.2	96.6	5,392	+ 8.9	5,722	+11.6
Indiana	95.1	97.2	2,531	+10.1	2,662	+12.6
Iowa	94.6	97.2	1,373	+ 1.0	1,452	+ 3.8
Kansas	96.2	98.6	1,102	+ 1.9	1,145	+ 4.4
Kentucky	96.2	98.6	1,578	+ 4.6	1,641	+ 7.2
Louisiana	94.7	95.6	1,770	+11.2	1,871	+12.4
Maine	94.8	97.7	483	+ 0.8	509	+ 3.9
Maryland	95.5	97.8	1,916	+25.0	2,006	+28.0
Massachusetts	91.6	93.4	2,719	+ 9.4	2,970	+11.5
Michigan	96.1	98.5	4,349	+12.0	4,526	+14.9
Minnesota	96.0	98.4	1,864	+10.1	1,941	+12.8
Mississippi	94.0	96.2	1,074	+ 0.6	1,143	+ 2.9
Missouri	93.2	95.3	2,256	+ 7.0	2,421	+ 9.5
Montana	99.9	103.8	347	+ 0.9	347	+ 4.9
Nebraska	95.4	98.4	724	+ 3.5	759	+ 6.7
Nevada	102.8	107.1	248	+68.0	241	+74.9
New Hampshire	95.7	96.5	361	+21.0	377	+22.1
New Jersey	93.7	96.0	3,467	+16.7	3,701	+19.6
New Mexico	97.2	101.8	501	+ 4.4	515	+ 9.3
New York	91.6	93.8	8,695	+ 7.0	9,498	+ 9.7
North Carolina	95.9	97.3	2,487	+10.7	2,595	+12.4
North Dakota	101.8	104.5	312	- 3.6	306	- 1.0
Ohio	94.1	96.4	5,163	+ 8.4	5,489	+11.1
Oklahoma	94.8	97.2	1,246	+ 8.5	1,313	+11.3
Oregon	95.9	99.0	1,024	+16.4	1,067	+20.1
Pennsylvania	92.4	94.8	5,665	+ 2.8	6,128	+ 5.5
Rhode Island	96.2	98.4	464	+10.1	482	+10.2
South Carolina	96.5	97.4	1,272	+ 8.2	1,318	+ 9.3
South Dakota	98.4	102.4	303	- 4.1	335	- 0.2
Tennessee	93.6	95.3	1,897	+ 9.0	2,027	+11.0
Texas	95.8	98.1	5,479	+15.5	5,717	+18.3
Utah	97.6	99.8	523	+17.6	536	+20.3
Vermont	95.6	96.8	217	+13.3	227	+14.6
Virginia	97.6	99.6	2,296	+16.0	2,352	+18.3
Washington	98.7	101.2	1,694	+18.0	1,715	+21.0
West Virginia	93.8	96.8	844	- 7.7	900	- 1.6
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New York	1,484	-12.2	3,385	+15.3	2,941	+45.0	4,403	- 3.2	4,023	+ 3.4	1,954	+15.8	33.1
North Carolina	439	-16.6	1,016	+ 2.1	984	+35.5	1,232	+ 3.4	998	+23.9	414	+32.7	25.5
North Dakota	51	-35.5	135	- 2.6	114	+26.1	130	-11.3	122	+ 2.0	66	+13.3	26.2
Ohio	921	-19.2	2,187	+12.8	1,846	+48.0	2,515	- 2.8	2,186	+15.3	998	+11.2	29.5
Oklahoma	198	-18.4	492	+ 8.0	450	+36.5	586	+ 3.2	536	+10.4	299	+20.1	30.0
Oregon	164	-11.5	406	+12.7	366	+61.5	480	+ 9.4	449	+19.9	227	+23.5	30.8
Pennsylvania	926	-22.0	2,251	+ 6.8	1,928	+36.3	2,683	-11.4	2,733	+11.5	1,272	+12.7	32.0
Rhode Island	76	-15.3	174	+13.1	174	+48.0	210	- 6.4	209	+13.4	104	+16.1	31.9
South Carolina	236	-20.1	562	- 0.6	519	+31.2	606	+ 1.6	487	+25.0	191	+26.8	23.4
South Dakota	54	-34.7	143	- 1.5	119	+30.3	136	-14.3	133	+ 1.9	80	+12.5	27.7
Tennessee	326	-17.1	773	+ 5.2	699	+33.0	937	+ 3.2	805	+15.7	383	+24.0	28.0
Texas	1,003	-13.7	2,328	+15.8	2,052	+49.5	2,685	+ 7.5	2,138	+19.4	990	+32.9	27.0
Utah	112	-11.4	241	+15.7	214	+56.8	238	+ 9.2	177	+24.6	78	+29.4	22.9
Vermont	40	- 9.8	92	+16.3	80	+48.5	99	+ 9.2	86	+ 9.5	47	+ 8.6	29.3
Virginia	393	-14.2	931	+14.9	881	+44.6	1,165	+ 9.5	912	+27.3	366	+26.6	27.1
Washington	280	-11.1	677	+17.5	626	+63.7	306	+ 9.8	698	+23.3	322	+15.4	29.6
West Virginia	139	-29.2	336	-16.5	301	+15.1	383	-15.9	391	+ 5.0	194	+12.5	28.5
Wisconsin	382	-18.6	935	+17.0	770	+52.0	977	+ 1.0	880	+ 9.3	473	+17.4	29.4
Wyoming	28	-30.1	70	- 0.5	58	+31.4	78	-10.0	87	+ 9.0	30	+16.6	27.3

decades. The tables with this article show the tabulated census figures.

Two states located in different regions—the West and the South—led all other states in total gains through net migration: California and Florida.

Population losses due to out-migration were largest in Pennsylvania, Mississippi, West Virginia and Alabama.

The total in-migration of California and New York alone was equal to half of the total out-migration of Negroes from the South. New Jersey, Michigan and Illinois each attracted more than 100,000 Negroes.

The new figures on net migration do not include data on the origin and destination of the migrants. These figures will be the subject of a Census Bureau report next year, when more data are available.

Minority population

The total minority percentage of the population, according to current Census Bureau figures, is 12.6 percent. This proportion, however, does not include Spanish-speaking persons; if they were included the total U.S. minority population would be nearly 17 percent.

The increase in the number of minority races, other than Negroes, over the decade was almost 80 percent, but they still total only about 3 million.

Males versus females

Women have swelled their ranks over the past ten years to a total female population in the U.S. of 104 million, five million more than the total male count.

The fact that women live longer than men accounts for their larger numbers, since statistics show that male births outnumber female births.

There are more males than females, in five states—Alaska, Hawaii, North Dakota, Nevada and Wyoming. Alaska, in fact, has 119 males for every 100 females, according to the 1970 census figures.

In each of these five states, however, the ratio of men to women dropped over the decade, and, in 1960, eleven states recorded more men than women.

Population by age

The median age for the Nation in 1970 is calculated at 27.8, nearly two years younger than the 1960 median age of 29.5. Although this seems to indicate that the U.S. is growing younger, the population patterns are such that the trend towards youth is being reversed, and the U.S. will probably record a higher median age in 1980.

The under-five age group dropped in all states but one—Nevada. The decrease for the Nation as a whole was nearly 16 percent. Nevada had an even larger increase, however, in its total—over 71 percent—the largest percentage gain in the Nation.

The changes in the composition of the population by age group were mainly in the under-five and the 15-to-24 year old categories. The drop in the under-five age group reflects the low birth rates of the U.S. today; the jump in the 15-to-24 age group reflects the baby boom after World War II. A noticeable decrease in their share of the proportion of the population is shown by the 25-to-44 age group—probably because many in this age segment of the population were born during depression years, when birth rates were also low.

The percentage distribution pattern for the United States by age group for the 1970 and 1960 counts is:

Group	1960	1970
Under 5	11.3	8.4
5-14	19.8	20.1
15-24	13.4	17.4
25-44	26.2	23.6
45-64	20.1	20.6
65 and over	9.2	9.9

Arizona took the lead in the senior citizen population increase, a 79 percent gain for 1970 over its 1960 figures for this age group.

A *General Population Characteristics Report*, PC(V2) has been issued for each State. Its data are broken down for the State as a whole, for each of its Standard Metropolitan Statistical Areas, for each place of 10,000 inhabitants or more, and for each county or comparable area. Age groups are broken down in greater detail than in this brief survey.

A *U.S. Summary General Population Characteristics Report* has also been issued. Each of these reports is available for 30 cents from the Bureau of the Census, Washington, D.C. 20233, or from one of the U.S. Department of Commerce Field Offices.

For details on the 1970 Census of Housing, see story on page 23.

—Census Bureau

DOMESTIC BUSINESS REPORT

- **U.S. housing improved, says Census Bureau**
- **Federal-State travel officials boost tourism**
- **President Nixon nominates Commerce Under Secretary**
- **New LASH ship sets cargo service record**
- **'Industrial Outlook 1971' focuses on 1970s**

U.S. Housing Growing In Numbers, Conveniences And Valuations

A new Census Bureau report shows that the quality of the nation's housing improved substantially in the 1960s.

The improvement was evident in several indicators: the number of houses increased faster than the number of people and there were declines in the number of housing units lacking basic plumbing facilities and in the number with more than one person per room.

"The quality of housing improved considerably in the sixties," Secretary Stans said. He noted that more than half of the Nation's housing has been built since World War II.

Dr. George H. Brown, director of the Bureau of the Census, told *Commerce Today* that the improvement in housing was widespread. In every state the housing stock increased faster than the population.

"Nationwide, we had a 13 percent increase in population while there was an 18 percent increase in the housing inventory." Dr. Brown said. He also noted that the median value of a one-family home increased from $11,900 in 1960 to $17,000 in 1970, an increase of 43 percent.

The number of housing units in the United States with more than one person per room dropped from 6.1 million to 5.2 million, the Census Bureau reported. In 1960, 11.5 percent of 53 million households had more than one person per room In 1970, the figure was 8.2 percent of 63.4 million households.

By Census Bureau definition a house with "basic plumbing facilities" has a flush toilet, a bathtub, or shower and hot piped water.

"The nation enjoyed a tremendous improvement in housing in terms of plumbing facilities," Dr. Brown noted. "In 1950, 35 percent of our housing stock lacked or shared plumbing. This proportion dropped to 17 percent in 1960, and in 1970 it was less than seven percent."

The proportion of Negro households lacking basic plumbing facilities amounted to 17 per cent of the 1970 total of Negro housing. This represents a substantial drop from 1960 when the proportion of units occupied by Negro families lacking basic plumbing was 40 percent.

For further details revealed by the 1970 Census, see story on page 18.

—Census Bureau

TEAMWORK FOR INCREASED TOURISM—*Attending "Travel Synergism 2," conference to foster Federal-State cooperation as a means of promoting greater foreign travel in America were (left to right) William D. Toohey, President of Discover America Travel Organizations; William T. McGraw, State Travel Director for Michigan and Chairman of the Council of State Travel Directors; C. Langhorne Washburn, Assistant Secretary of Commerce for Tourism; and Mrs. Sheri Dunnington, as representative for John Snyder, Jr., Indiana's Director of Tourism.*

Federal-State Cooperation Key To More U.S. Tourism

Budding plans for a greatly expanded effort to promote tourism in the United States are beginning to take shape. The main theme is teamwork between Federal and State travel officials. A major instrument will be increased activity on the part of regional groups of State travel agencies to attract tourists to America from abroad, with the Federal Government assisting the undertaking.

The national tourist promotion effort received a boost, and new enthusiasm, at the second cooperative conference of Federal and State travel officials held in the Nation's Capital February 17-19. The conference was styled "Travel Synergism 2." In this connection, "synergism" means a cooperative action designed to produce a greater collective effect than the sum of the results considered independently of each other.

Participating in the second cooperative conference, "Travel Synergism", were officials of United States Travel Service, the National Park Service and the Bureau of Indian Affairs of the Interior Department, the U.S. Forest Service of the Agriculture Department, State travel directors, and representatives of Discover America Travel Organization.

There was general agreement, after the get-together, that "Travel Synergism 2" had lived up to its name. State travel directors who participated generally voiced the view that the second conference was a vast improvement over the first, held in Washington last year. The first conference served as a kickoff in the cooperative effort. The second conference was a get-down-to-work meeting marked by greater participation in the proceedings by State travel directors, more questions and answers and give-and-take, more emphasis on program planning.

First showed results

"Travel Synergism 1" produced constructive results. After the conference, a task force was appointed, headed by Frank Norris, Jr., Wyoming State Travel Director and member of the Advisory Board of USTS, to study ways to improve the working relationship between State travel directors and USTS.

The task force filed its report in June, 1970. One result was the appointment in August of Martin Darity as State-City Coordinator for USTS.

The cooperation generated at "Travel Synergism 1" is credited with the nearly 10 percent attendance increase over 1969 at the 500 private U.S. travel attractions and national park and recreation areas. The economic benefit of this expanded tourism is indicated by the fact that travel in the U.S. provides 12 million jobs.

Despite the improvement, the U.S. travel deficit with foreign nations climbed to an all-time high of $2.4 billion in 1970. This was the difference between what Americans spent in foreign travel and foreign visitors spent in the U.S.

However, one noteworthy development was the enactment by Congress of legislation in 1970 authorizing a Federal outlay of up to 50 percent of the cost of approved State, local and non-profit public or

private projects intended to attract foreign visitors or to improve facilities for them. This is the first legislative advance in the promotion of international tourism since the USTS was created in 1961.

The new authority is a basic tool in plans for the promotion of greater foreign tourism in the U.S. While Congress thus far has voted no money to carry out the program, the Travel Service is hopeful that it can be put in operation this summer in the effort to reduce and eventually wipe out the U.S. travel deficit. The Service has explained that, in the selection of projects for partial funding by the Federal Government, preference will be given to those developed by regional groups of State and city travel directors.

The progress made in Federal-State cooperation is a milestone in tourist promotion in America. On the first day of "Travel Synergism 2," William D. Toohey, President of the Discover America Travel Organizations, an industry group devoted to fostering travel by Americans at home, remarked that such a get-together would have been impossible a few years ago.

C. Langhorne Washburn, Assistant Secretary of Commerce for Tourism, said at the opening session:

"All phases of the American travel industry must work together to help our country attain a healthy travel account. We simply cannot afford to let the United States fall behind in the global competition for the tourist dollar."

Reactions varied

After the conference, reaction was varied. For example, Robert Shoemaker, Pennsylvania Travel Director, felt that the effort to get down to specifics would be fostered if one conference were devoted to a single Government agency such as the Travel Service and another to other Government agencies. Jack Tripp, Alaska Travel Director, said many States have to plan travel promotion programs two years in advance and that more consideration should be given to long-range future projects.

An indication of the direction of future cooperative effort was given by William T. McGraw, Michigan Travel Director and recently-elected Chairman of the Council of State Travel Directors.

"One thing I would like to see," McGraw said, "is greater regional cooperation, and that is developing."

He noted that the Southern State travel directors were the first to organize on regional lines. His own Mid-America group, he said, although young, is beginning to show results.

Other groups active

Other regional State groups active in travel promotion include the New England Travel Council and the Western America Convention and Travel Institute.

One suggestion was that representatives of the seven overseas regional offices of USTS should visit this country periodically. Regional offices are located in London, Paris, Frankfurt, Mexico City, Buenos Aires, Sydney, and Tokyo.

McGraw pointed out that at the recent conference State travel directors developed a plan whereby the directors of each region in the country would select one of their number to work with Mr. Darity of the Travel Service in the interest of tourism promotion on a regional basis. He announced that, to increase communication and the exchange of ideas among the State travel directors themselves, a meeting of the State directors has been scheduled for May 13 and 14 at Lake of the Ozarks, Missouri.

"We would like to make this May meeting," he said, "an annual event, and there is a plan to incorporate 'Synergism' into this meeting. A point more centrally located than Washington would be advantageous to many directors."

—United States Travel Service

Nixon Nominates James T. Lynn Under Secretary

James T. Lynn, general counsel for the Department of Commerce since March 1969, has been nominated by President Nixon to be Under Secretary of Commerce.

The nomination of Lynn was sent to the Senate this month. He would

Lynn

Siciliano

succeed Rocco C. Siciliano, who resigned to return to private industry in Los Angeles, as President and Chief Administrative Officer for the TI Corporation of California, a title insurance, real estate and financial services firm. Siciliano has served in Commerce's number two position since January 1969.

Lynn, 44, was a partner in the Cleveland, Ohio, law firm of Jones, Day, Cockley and Reavis prior to becoming general counsel for Commerce. While with the firm he was responsible for corporate acquisitions, dispositions and joint ventures abroad and in the United States. He worked in Canada, the United Kingdom, France, Italy, and Germany.

He is native of Cleveland and a graduate of Adelbert College of Western Reserve University with a Bachelor of Arts degree in economics and political science. In 1951, he received an LLB degree magna cum laude from Harvard Law School. Lynn is a member of the American, Ohio, and Cleveland Bar Associations.

—Office of the Secretary

New LASH Ships Will Reduce Time Of Cargo Service

The *SS Lash Italia* sailed into New York Harbor March 12, completing her maiden voyage in even less time than expected by her owners, Prudential-Grace Lines.

The *Lash Italia*, one of a fleet of five Lighter-Aboard-SHips that will be in service by early next year, has proved that this new barge cargo service concept will be successful. Each of these ships will be equipped to carry a large complement of preloaded lighters as well as several hundred containers and thousands of tons of liquid cargo. Each also will have the ability to load and unload its cargo away from congested terminals and carriers.

ON HER WAY HOME—*The* **S.S. LASH ITALIA,** *the first American-flag* **LASH** *vessel to be built, on her way home from her maiden voyage to the Mediterranean. Five such* **Lighter-Aboard-SHips** *vessels will be in operation by early next year.*

According to Col. J. Edward Meyers, vice president of freight sales and marketing for Prudential-Grace, "Because she only has to remain in port long enough to drop off some of the steel lighters with which her cargo is loaded, the **LASH** ship can make a complete voyage to and from the Mediterranean in 37 days instead of the usual 60 days."

"We hope to reduce this time to as low as 32 days," he added.

Quick turnaround

On her initial voyage, the *Italia* was in Barcelona for only eight hours instead of the usual 24; in Leghorn for four hours instead of 24; in Genoa for nine hours instead of two days; in Pireaus for eight hours instead of two days; and in Istanbul for nine hours instead of the usual three days.

The Assistant Secretary for Maritime Affairs, A. E. Gibson, called the **LASH** concept "symbolic of the progress which lies ahead for the American Merchant Marine."

"For the maritime industry," he said during the launching ceremonies for the *Lash Italia* in New Orleans, "this new cargo service also symbolizes the continued advancement of American technology in the field of marine transportation. We have not been content to rest on our laurels for the development of containerized cargo systems of the fast high-speed roll-on/roll-off vessels. But, once again, we have charted a new course in the development of this far-reaching system for transporting fully loaded lighters and barges across the world's oceans."

The **LASH** system will realize other benefits for the Nation. Meyers believes that the utilization of the **LASH** barge system will probably put the U.S. railroads back in business. Railway cars are an ideal method of transporting cargo across the country to dockside and will, at the same time, cut costs and be a more efficient means for the shippers to send the cargo to the vessels.

The **LASH** ships are expected to attract more cargo for transportation between Mediterranean ports. Through the new concept, Prudential-Grace has also been able to open its services to Turkey, which until now has had very little United States flag service.

Gibson points out that barge-carrying ships of the **LASH** variety will grow in importance for United States shipping. "Some twelve such ships," he stated, "are now under construction in this country.

"These ships," Gibson continued, "also open the way to inland waterway transportation of the barges."

Meyers confirms that the barges can use the inland river system to go right to the shippers who have plant sites on rivers. "We can go right up the James River," he said. "We can go to New Haven, Stanford, Bridgeport, New London and countless other cities."

The *Lash Turkiye* began her maiden voyage late last month. A third ship, the *Lash Espana* is scheduled to make her first sailing late in April. Early next year, the *Lash Hellas* and the *Lash Portugal*, being built now at Avondale Shipyards, La., will join the fleet.

—Maritime Administration

'Industrial Outlook', To Include Projections Of Business Activity

Focusing on prospects for the seventies, *Industrial Outlook 1971* —an annual Department of Commerce publication—was due for release this month. The publication pinpoints projected business activity levels for major industries in the U.S. economy in 1971, 1975 and 1980. It also reviews developments in 1970.

The 1971 edition presents narrative and statistical analyses on an industry-by-industry basis for major industries in the manufacturing and nonmanufacturing sector of the economy. Appendix material includes industry value of shipments data ranked by projected rates of increase for the current year.

The 45 chapters include detailed analyses of 175 individual industries or closely related industry groups. Manufacturing industries covered account for about 85 percent of the value of shipments of all manufacturing industries.

A number of rapidly growing nonmanufacturing industries covered serve as expanding markets for manufactured products. Sector analyses of wholesale and retail trade and personal services are also included.

Each industry section contains information on recent developments, including technological change, industry efforts to cope with pollution problems, foreign competition in domestic and overseas markets, changes in domestic and overseas markets, and changes in domestic supply and demand.

Industrial Outlook 1971 may be purchased from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402, or any Commerce Department Field Office. The $5 purchase price includes a copy of The Economy At Mid-Year 1971.

—Bureau of Domestic Commerce

A NATIONAL HONOR—*Secretary Stans has been honored by the Sales and Marketing Executives International with its "National Salesman of the Year Award," for his "outstanding contribution as a salesman of the free entreprise system." Presenting the award to the Secretary of Commerce at a meeting this month was Peter V. O'Reilly (left), President of the Washington, D.C., Chapter of SME-I, and Vice President and General Manager of WTOP Radio Station. SME-I is a professional society of 247 affiliated clubs in 47 nations which serves three world-wide groups: the public at large, the business community and the marketing professional.*

Calendar For Businessmen

March 29—Chicago — Paperboard Packaging Council. Secretary Stans will speak at the luncheon session of the annual meeting. For information contact Gustav Nordstrom at the council's Washington, D.C., headquarters. Telephone: 202-223-4965.

March 31—Syracuse, N.Y.—Census User Conference. For information contact Robert Valentine, Greater Syracuse Chamber of Commerce, 1700-1 Mony Plaza, Syracuse, N.Y., 13202. Telephone: 315-422-1343.

April 2—Philadelphia—Census User Conference. For information contact Mrs. Shirley Komoroff, Department of Commerce field office, Philadelphia.

April 4-7—Boston—Eighth Water and Air Conference, sponsored by the Technical Association of Pulp and Paper Industries, Sheraton-Boston Hotel. For information contact the association at 360 Lexington Ave., New York, 10017. Telephone: 212-682-8313.

April 14—Tulsa, Okla.—Census User Conference. Contact Carmon Stiles, Department of Commerce field office, Dallas, Tex.

April 15—Austin, Texas—Census User Conference. Contact Carmon Stiles, Department of Commerce field office, Dallas, Texas.

April 29-30—Washington, D.C.—Government-Industry Conference at the Mayflower Hotel, on "The Administration of the 1970 Merchant Marine Act," by the Federal Bar Association in cooperation with Federal Publications Inc.

May 6—Memphis, Tenn.—Census User Conference. For information contact Brad Rice, Department of Commerce field office, Memphis.

SCIENCE & TECHNOLOGY REPORT

- U.S. works toward international trademark registration treaty
- Heavy spring floods forecast in upper midwest this year
- First Florida seaward boundary maps issued
- Magnetocardiograph developed to measure heart
- Patents of special interest

U.S. Works Toward International Trademark Registration Treaty

Plans for a system of international registration of trademarks in which the United States could participate moved a step forward at a meeting of government consultants held under sponsorship of the World Intellectual Property Organization in Geneva, Switzerland, in February.

The U.S. delegation to the meeting was headed by William E. Schuyler, Jr., Commissioner of Patents, and included other Government experts and several private attorneys expert in the field of trademark law. In addition to the meeting of the consultants, separate groups of industry and professional associations met during the same period. Among those represented at these meetings were five U.S. industry and trademark professional organizations.

It is expected that the next step will be the preparation of a draft treaty by the World Intellectual Property Organization to be circulated among the 78 nations that are signatory to the 1883 international treaty concerning patent and trademark rights, generally known as the Paris Convention.

Would permit comment

Circulation of a draft treaty on trademarks would permit comment by the member countries of the Paris Convention prior to a meeting of a "Committee of Experts" to be convened next October. This meeting will be open to all signatories of the Paris Convention.

Considerable progress reportedly was made at the February meetings of consultants in dealing with issues underlying the discussions, and there appeared to be optimism that a further resolution of these questions will be made at the October meeting. Issues which will be considered at this meeting include the following:

1. Whether the international registration of trademarks should be independent, or dependent on registration secured nationally in the home country of the applicant as in the existing Madrid Agreement.

2. Should the agreement provide for a system of "central attack" under which an international registration could be cancelled by a

single procedure on grounds of conflict with another mark, or should cancellations be left to country-by-country determinations?

3. Should countries be restricted from the imposition of requirements of use of a mark for a limited period of time following international registration?

4. What should be the fees for international registration and how should the revenues be distributed among the member countries?

The eventual goal of this year's meetings is a diplomatic conference in Vienna, Austria, scheduled for May-June, 1973, at which it is expected that a revised or new international trademark registration agreement will be negotiated. Participants in the existing Madrid Agreement are 21 countries, chiefly in continental Europe. The U.S. is not a member.

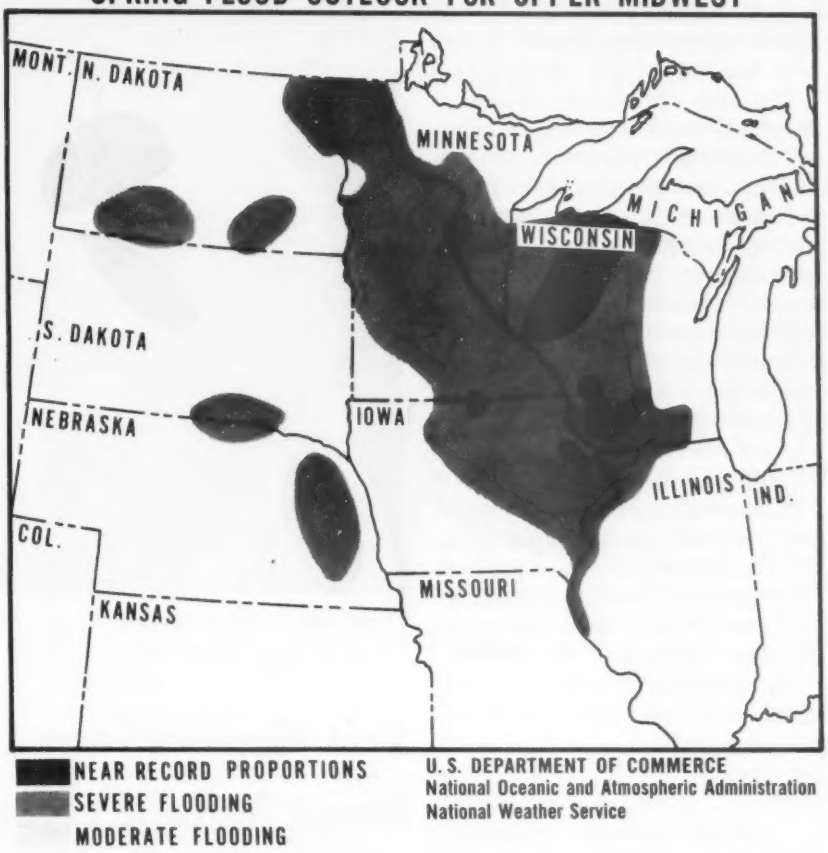
Strong U.S. support

However, the U.S. long has been interested in participating in an international trademark registration agreement acceptable to the interests of this country as a means of aiding the protection of trademarks used in international commerce.

At the present time, an American company must proceed country-by-country under widely varying procedures, application forms, languages, in order to obtain foreign protection.

Certain features of the Madrid Agreement, which has been in operation for many years, have not been acceptable to important countries outside continental Europe, including the U.S., the United Kingdom, Scandinavian countries, Canada and Japan.

The principal goal of the discussions this year is to effect changes in the Madrid Agreement which will attract other countries so that it can be expanded into a truly international trademark registration system, or to develop an entirely new international agreement of broader scope and appeal than the Madrid pact. —*Patent Office*



Heavy Spring Floods Forecast In Upper Midwest This Year

Spring thaws and thicker than usual river ice in the upper Midwest part of the country threaten floods of major proportions, according to the report of the National Weather Service, a part of Commerce's National Oceanic and Atmospheric Administration.

A flood outlook, issued by Kansas City hydrologists of the Weather Service, warns that recent blizzards on top of an already-record snowpack have produced a critical situation in parts of the northern Midwest.

"This is one of those times we can be sure some rivers will overflow their banks," said Weather Service Director George P. Cressman. "If the season from here out is normal, spring thaws in late March and in April will produce severe or near-record flooding in portions of Minnesota, northeastern Iowa, Wisconsin, and northwestern Illinois. There will be moderate to severe flooding in parts of North and South Dakota, Nebraska, and Missouri," he said.

"The only thing that could lessen it would be a long dry spell or abnormally slow or intermittent thawing," he added. "In the areas affected, the outlook is comparable in severity to the record floods of 1969, although those covered much more territory."

The massive floods of 1969 extended across 300,000 square miles, an area equal to about one-tenth of the 48 conterminous states. The rampaging waters were respon-

sible for nine deaths and $151 million in property damage. About 25,000 people were forced to flee their homes.

The area threatened this year covers about 175,000 square miles, and the areas of maximum severity are different than in 1969. Wisconsin, which was subject to moderate flooding in 1969, now is carrying an extremely heavy load of accumulated snow. In contrast, the Big Sioux basin in eastern South Dakota, western Minnesota, and northwestern Iowa has a relatively light snow cover this year.

Ice jams

During the spring break up of river ice, jams can be expected to dam the rising waters and produce localized flood crests as much as five feet higher than otherwise would be expected.

The National Weather Service each year keeps close watch on the accumulation of soil moisture and snow in the Midwest during the winter. As the season progresses, weather stations throughout the area—in cooperation with the Army Corps of Engineers and other agencies—make repeated calculations of the water content.

Hydrologists at the Weather Service's River Forecast Center in Kansas City begin issuing spring flood outlooks for the Midwest in February. These are prepared with a computer that is programmed to consider existing water in the form of soil moisture and snow, plus various combinations of new precipitation and temperature that can reasonably be expected to occur. Real data, as it becomes available, is substituted for climatological averages.

Flood outlooks are channeled to River District Offices in the threatened area. From these, information is passed on to flood-control agencies and to the public through radio, television, and newspapers. Many communities are already at work strengthening flood defenses. —*NOAA*

SEAWARD BOUNDARY MAPPING—*The entire coast of Florida as well as the Florida keys is being mapped to establish that state's seaward boundaries. At stake is the ownership of coastal and offshore lands which are covered by the tide.*

First Florida Seaward Boundary Maps Issued; Over 400 To Come

Five of an estimated more than 400 color maps establishing Florida's seaward boundaries have been issued by the National Ocean Survey of Commerce's National Oceanic and Atmospheric Administration (NOAA). The maps will eventually cover the state's east and west coasts and the Florida keys and will provide the first detailed coverage of the state's seaward boundaries.

Cover Cape Kennedy

The initial maps cover a 25-square-mile area at False Cape, immediately north of Cape Kennedy, and the Cape Kennedy and Indian River Inlet areas. Seven more maps of these areas are scheduled to be issued within the next six months.

Construction of the maps is unique. A combination of planimetric mapping, nautical charting and photomosaic techniques is employed to produce these highly precise special purpose maps. Features normally shown on National Ocean Survey nautical charts, such as the mean high-water line and mean low-water line, are depicted by the standard charting symbols except that they are shown in red. Tidal waters are shown in blue, and the onshore interior information is shown by distortion-free aerial photographs in grey.

The mapping program, which began in 1969, is being carried out by the National Ocean Survey, the trustees of the Internal Improvement Trust Fund, and the Florida Department of Natural Resources with the costs being borne equally by the state and federal governments. The state determines the priority assigned to each section or region surveyed. The program calls specifically for the mapping of the mean low-water and the mean high-water lines along the tidal waters of the state.

At stake is the ownership of coastal and offshore lands which at

one time or another are covered by the tide. The problem involves a determination of federal, state, and private boundaries. In coastal areas, the mean high-water line generally marks the boundary between state and private property, whereas the mean low-water line is the base line, or starting point, for determining the limits between federal and state ownership.

The State of Florida claims ownership commencing at the mean high-water line and extending offshore three miles beyond the mean low-water line along the Atlantic coast and to the state's historic boundary not exceeding three marine leagues along the gulf coast.

The program requires:

—Establishing about 100 recording tide gages, and their associated tidal bench marks, along the shoreline of the state to determine tidal datums by recording the rise and fall of the tide;

—Leveling between the tidal bench marks and geodetic bench marks (starting points) previously established by the Coast and Geodetic Survey, predecessor of the National Ocean Survey;

—The establishment of new bench marks along the coastal periphery of the state to furnish local, state, and federal surveyors with starting points from which they can survey and identify boundaries.

Gages are operated at each site for 15 months and are then moved on to new sites.

The final phase of the program consists of mapping the mean high-water line, the mean low-water line, and preparing the photomosaic covering the inland features. The mapping is done from aerial photographs using both infrared and color film, supplemented by field surveys.

Copies of the maps may be purchased for $2.50 each from the National Ocean Survey, Distribution Division, Washington, D.C. 20235. —*NOAA*

Magnetocardiograph Developed By Standards To Measure Heart

An instrument that can measure human heartbeat without contact with the body, and thus does not require the patient to disrobe, has been developed in Boulder, Colorado, by the Cryogenics Division of the National Bureau of Standards.

Known as the magnetocardiograph, the instrument generates electrical signals that are proportional to the heart's magnetic pulses when it is placed in close proximity to the heart. When used to drive a strip-chart recorder or an oscilloscope, these signals produce a magnetocardiogram of the heartbeat similar to an electrocardiogram. The device was developed by J. E. Zimmerman and N. V. Frederick.

It is not necessary in the use of the instrument to attach electrodes to the patient's chest. Thus the patient would not have to disrobe.

However, in the use of the magnetocardiograph, the earth's magnetic field must be compensated for and measurements must be made in a magnetically "quiet" environment away from extraneous fields generated by motors, power lines, laboratory equipment, and other magnetic noise. Such precautions will be necessary until a method of cancelling magnetic noise is developed. Successful experiments in the use of the magnetocardiograph have been made in an abandoned mine shaft.

Technically, the instrument is a superconducting gradiometer that measures the difference of the magnetic field existing between two superconducting coils connected in series opposition. The opposing connection cancels the effect of fluctuations in the earth's magnetic field. By placing the device so that one of the coils is close to the patient's heart, magnetic heartbeat pulses can be detected.

—*National Bureau of Standards*

MEASURING HEARTBEAT MAGNETICALLY—*Engineer Nolan Frederick demonstrates how the magnetocardiograph would be placed to measure heartbeat pulses.*

Patents Of Special Interest

Recent patents issued by the U.S. Patent Office included:

Dental appliance. An implement with an elongated handle with a removable head for supporting and driving a dental implant into a patient's jaw bone by impacts delivered to the handle. A variety of heads are available for selective use with the same handle at different stages of implantation. Patent No. 3,562,912 issued to Alfred E. Edelman, 2723 Federal St., Camden, N.J. 08105.

Foot pedal exerciser. A stationary exercise machine for simulating standup jogging or running-type exercise where a pedal type mechanism is swivelly supported on a vertical axis and has pedal platforms weighted to provide an oscillatory twisting or side-to-side movement. Patent No. 3,563,541 issued to Herbert G. Sanquist, 20610 N.W. 2 Court, Miami, Fla. 33169.

Golf ball washer. A golf ball washer adapted to be mounted on the wheel of a golf cart with a chamber containing golf ball cleaning material and a tangential spout for inserting and removing a golf ball. Patent No. 3,562,830 issued to Charles E. Ruedisueli, 15728 Bentler, Detroit, Mich. 48223.

Electronic weigher. An electronic mat that serves as a weighing scale which contains elastic layers of conducting materials separated by flexible strips of non-conducting material. A cable-connected cabinet displays the number of pounds. Both the mat, which is less than a half inch thick, and the cabinet are portable. The mat can be moved around and trucks rolled onto it. Capacities run to 20,000 pounds. Patent No. 3,565,195 issued to Robert P. Miller and two co-inventors, and assigned to Metrodyne Corporation, Riverside, Conn.

Convertible head covering. A hood type head covering with a face opening and a panel spaced rearwardly of the opening and stitched to the inner surface of the head covering. The head covering may be worn with the panel adjacent the rear portion of the hood, leaving the face of the wearer exposed, or the panel may be spaced from the rear portion to close the face opening and to cover the face of the wearer. Patent No. 3,561,010 issued to John W. Little, Hinsdale, Ill., and assigned to Sears, Roebuck and Co. of Chicago.

Grass trimmer. A power-operated grass trimmer or lawn mower that is simple, compact and well balanced and capable of being operated with a minimum of fatigue. The trimmer is equipped with a rectangular shaped stationary comb plate with cutting teeth and with a movable cutter blade or plate reciprocable across the cutting teeth of the comb plate to provide a double cutting action. The mower can be tilted upon one of its roller supports by depressing or lifting the handle to vary the height of the cut of the grass. Patent No. 3,561,200 issued to Saverio Minunno, 4205 New Utrecht Ave., Brooklyn, N.Y. 11219.

Abstracts and drawings of patents are published as they are issued in the *Patent Official Gazette* each Tuesday. More than 1,800 patents are issued each week. Trademarks are published in the *Trademark Official Gazette*. Copies of the *Patent Official Gazette* and the *Trademark Official Gazette* may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.

Science Calendar

April 18-22 — Alexandria, Va. — Fourth Annual Meeting of the National Conference of States on Building Codes and Standards. Information: Robert M. Eisenhard, NBS, 301-921-3447.

April 20-23—Orlando, Fla.—Fifth Florida Industries Exposition Inventors Congress. Produced in cooperation with Commerce's Office of Inventions and Innovations, National Bureau of Standards, and the Patent Office.

April 27 — Philadelphia — National Bureau of Standards Seminar at Franklin Institute Research Laboratories, 20th and Benjamin Franklin Parkway. Cosponsored by Commerce and the Institute.

May 10-14 — Gaithersburg, Md. — National Bureau of Standards conference on: Flow—Its Measurement and Control in Science and Industry. Cosponsors: American Institute of Physics, American Society of Mechanical Engineers, ISA.

May 24-26 — Gaithersburg, Md. — National Bureau of Standards. Fourth Joint Meeting of Operations Researchers. Cosponsors: College on Logistics of the Institute for Management Sciences; Mathematical Society of America, American Society for Cybernetics, American Society for Public Administration, Association for Computing Machinery, and the Operations Research Society.

June 16-18—Gaithersburg, Md.— National Bureau of Standards, Summer Symposium in Analytical Chemistry. Cosponsor: American Chemical Society.

June 21-24, 1971—Washington, D.C. —Fifth Symposium on Temperature, Its Measurement and Control in Science and Industry, Sheraton Park Hotel. Sponsors: American Institute of Physics, the Instrument Society of America, and the National Bureau of Standards.

March 22, 1971

International Commerce

- National Export Expansion Council to meet
- North Carolina investment mission reports
- Salvadorans optimistic despite CACM problems
- Finland continuing fast import pace
- Nations abroad take actions affecting trade

New Zealand Diversification Can Aid U.S. Equipment Sales

Newsmemo

The role of trade in the affairs of man? Here is the view of Henry Kearns, Eximbank president: "Trading nations have thrived; they have dictated the course of civilization--witness the Spanish imprint on language, culture and religion in our own hemisphere today. America, the greatest nation of all, has progressed without a proportional benefit of trade, but if history teaches anything it is that we could have been, and will be, much better off when we are better traders."

Let's do more in export, said the American Textile Machinery Association. The association's Foreign Trade Committee chairman, LeRoy Garrigan, said "..although the U.S. textile machinery industry's exports may increase to nearly $185 million this year, there are still many companies that should be involved to a greater extent in the export market." So ATMA did something about it; held its inaugural foreign trade seminar recently in Washington. Export expansion specialists from Commerce, Eximbank and AID told their story to the industry executives.

After 53 years of annual conferences--many covered in the columns of this magazine--the International Executives Association reluctantly decided to pass up the 1971 event, after some discussions on a joint meeting with the New York Commerce and Industry Association and the World Trade Club. The cancellation announcement, however, was coupled with an expression of hope by the IEA that it will soon be able to resume this important yearly series.

A 20th birthday is being celebrated this year by the American-Arab Association for Commerce and Industry, Inc. The New York City-based trade group--120 U.S. corporations are members--seeks to build commercial ties between the U.S. and the Arab nations. It has been sponsoring conferences and workshops on topics in this field of interest. Recent activities also include four trade missions, organized with Commerce Department assistance, that visited Morocco, Algeria, the Arabian Gulf states and the U.A.R.

A seminar designed to explore management problems of family-owned businesses is being taken overseas this spring. The first in a series of EDUTRAV Invitational Seminars will be led by Dr. Leon Danco, director of management conferences of John Carroll University, Cleveland, at Madrid, Spain, in May. Executives of family-operated firms and their advisers, bankers, accountants, attorneys, etc., will fly there for a week of intensive study. Next seminar is planned for October. Robert Suazo, University Services Institute, P.O. Box 24197, Cleveland, O. 44124 has full details on the program.

International Trade Winds

AUTOMOTIVE PARTS—Borg-Warner (Australia) Ltd., affiliate of Borg-Warner Corp., Chicago, has begun operations in its new $14 million automatic transmission plant at Albury, New South Wales. The plant will increase production space for both automatic transmissions now built at a plant near Sydney in Fairfield, and for a wider range of rear axles and other automotive parts.

AIR HANDLING EQUIPMENT—The Airtemp Division, Chrysler Corp., Dayton, Ohio, announced plans to manufacture air handling equipment in Antwerp, Belgium. The products will supply European, British and Middle Eastern markets. Operating schedules cover the manufacture of the complete line of Airtemp fan coil and air handler units.

CONSTRUCTION—The Badger Co., Inc., Cambridge, Mass., a subsidiary of Raytheon Co., has completed a phenol unit for Rhodia Industria Quinicas y Texteis, Brazilian subsidiary of the Paris firm Rhone-Poulenc. The project was designed and engineered by Badger France in cooperation with Rhone-Poulenc, and will be located at Paulinia, Brazil. Production capacity is 100 million pounds per year.

ALUMINUM—AMAX Aluminum Co., Inc., Greenwich, Conn., subsidiary of American Metal Climax, Inc., will supply aluminum technology and know-how for an aluminum sheet and foil mill under construction near Istanbul. The $25 million facility with an annual capacity of 22,000 tons per year, will be financed by a group of private Turkish investors and the International Finance Corp. of the World Bank Group. AMAX Aluminum will have a 5 percent equity participation in the project. Completion is scheduled for 1972.

BANKING—Security Pacific National Bank, Los Angeles, purchased a 25 percent interest in Tricontinental Corp., Ltd., a merchant bank in Melbourne, Australia. Security Pacific, one of the largest branch-banking systems in the U.S., has offices in Europe, Asia and Mexico.

WALL COVERINGS—The Alliance Wall Corp., Wyncote, Pa., is planning to construct a manufacturing facility in Genk, Belgium, which is scheduled to open in October. Alliance Wall produces porcelain insulated and veneer wall panels and porcelain chalkboards. First year production is estimated at 5 million square feet.

Peterson, Stans To Address NEEC Sessions March 23-24

Peter G. Peterson, recently appointed by President Nixon as his Assistant for International Economic Affairs, will be the guest speaker at the dinner session of the National Export Expansion Council plenary meeting in Washington March 23-24. Secretary of Commerce Maurice H. Stans will address the final session.

The meeting, to be held at the Sonesta Hotel and chaired by NEEC Chairman Carl A. Gerstacker, will bring together some 100 U.S. business executives to discuss with Government officials U.S. foreign trade policy and export promotion developments. Gerstacker is Chairman of the Board of the Dow Chemical Company.

The opening session on March 23, at which Regional Export Expansion Council Chairmen from across the country are invited to meet with Commerce officials, will provide an opportunity for discussion of day-to-day export promotion and field activities which are of particular interest to the Regional Councils. Among the speakers scheduled are Robert McLellan, Assistant Secretary of Commerce for Domestic and International Business; Harold B. Scott, Deputy Assistant Secretary and Director, Bureau of International Commerce; Jack O. Padrick, Director, Office of Business Services; and Roderick M. Gillies, Executive Director, Export Expansion Councils.

First plenary session

The dinner meeting that evening, at which Peterson will speak, is the first of two plenary sessions. Peterson, who has been Board Chairman of the Bell & Howell Co., is Executive Director of the President's new Council on International Economic Policy. At a plenary meeting last May the NEEC adopted a resolution proposing formation, within the Executive Branch, of such a council.

Secretary Stans the following morning will address NEEC on Trade Policy for the Seventies. This final session will deal principally with broad policy questions. Reports from the following committees will be presented: Small Business, Export Financing, Taxation and Exports, Trade and Investment in the Developing Countries, Commercial Aircraft, and Electrical Generating Equipment. Formation of the Small Business Committee was authorized at last year's May meeting. The committee, headed by Frank M. Cruger, President of the Indiana Manufacturers Supply Co., will be making its first report.

An open forum and discussion will precede adjournment.

New Market Data Helps Exporters To Spot Trends

The U.S. executive looking for ways to compare his firm's export performance in a specific market with that of his industry as a whole, or with that of exports of the same product from other countries, is likely to find useful some of the hundreds of revised Market Share Reports now available from the Commerce Department. The new series covers 1965-69 data.

Market Share Reports provide U.S. traders quantitative marketing information unmatched by that available to their foreign competitors. Issued by county and commodity for imports of 1,127 manufactured products into major trading nations, the reports were designed in 1966 by the Department's International Trade Analysis Division and are updated annually.

U.S. suppliers can use the data to help identify potential markets, analyze changes in import demand, and evaluate markets for parts and accessories.

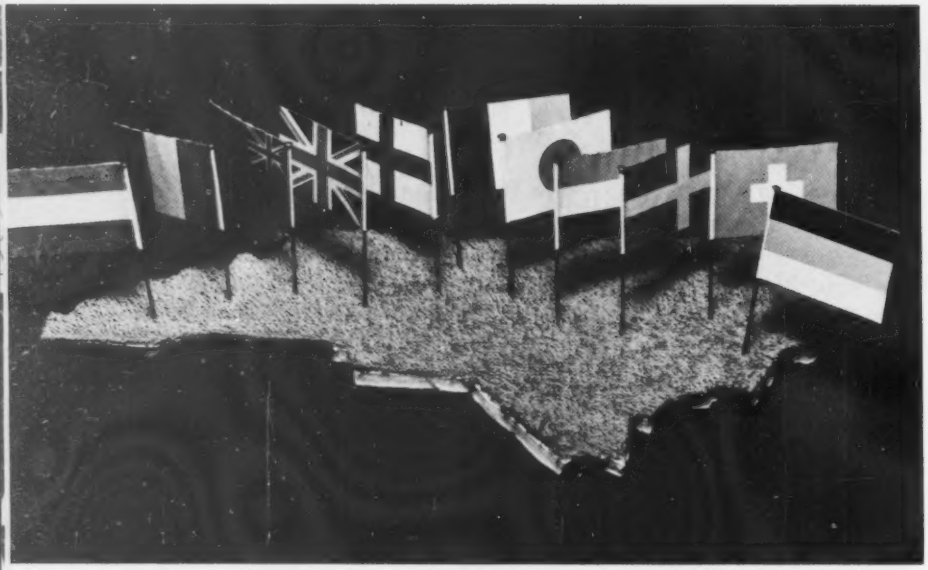
Compact coverage

The first of the current series to become available—29 of 73 country reports—were listed in the Nov. 30 issue of *Commerce Today*. Most of the remaining 44—all for countries in Latin America, Africa, and Asia—are now available. Every report gives the U.S. percentage share of the country's imports of each product and the dollar values of imports from the world, the United States, and eight other major trading countries. The reports, prepared by computer, show a substantial amount of information otherwise obtainable only by extensive research.

All of the commodity reports, each covering one of the 380 four-digit products and 747 five-digit products of manufactured goods listed in the Standard International Trade Classification Revised, are ready for distribution. Each lists separately the dollar value of shipments by the United States and the eight chief suppliers of the product to 90 countries, and the U.S. percentage share of the market.

For a free catalog, write: Sales and Distribution, U.S. Department of Commerce, Washington, D.C. 20230. Country reports, 75 cents each; commodity reports, 10 cents.

PHOTO ON PAGE 33—An American-built front loader helps move New Zealand timber to world markets at the port of Nelson. Details are in U.S. Commercial Attache David C. Holton's report beginning on Page 42.



FROM 11 COUNTRIES—*Foreign companies that have established operations in North Carolina come from Austria, Belgium, Canada, England, Finland, France, Japan, Netherlands, Sweden, Switzerland, Federal Republic of Germany.*

Mission Promotes Investment In North Carolina

North Carolina has sent abroad and welcomed back its fifth trade mission, from which good results are developing.

For its latest mission, seeking to attract European investment to North Carolina, intensive preparations both here and abroad were made, but no appointments were prearranged. This departure from earlier mission operation methods seemed well suited to the reverse investment promotion goal, according to Ronald E. McCowen of North Carolina's Department of Conservation and Development, which organized the group.

Visits nine cities

The mission late last year visited nine cities in the United Kingdom, Germany, Austria, Switzerland, France, and the Netherlands, branching out through the area in six two-man teams.

The participants communicated personally with 191 preselected European firms, 40 of which are considering establishment of industrial operations in the State. Half of these companies are sending representatives to North Carolina to view sites, obtain additional investment data, and meet with potential joint venture partners. Four have already been here; the others are expected during the next eight months, McCowen reports, citing examples of the interest stimulated:

An English company is planning during the next year to establish a manufacturing plant—requiring 100,000 square feet of space and 250 workers—with a capital investment of $5 million. A European computer manufacturer is considering a plant in North Carolina entailing a capital investment of $50 million.

The State's mission was sponsored by the U.S. Department of Commerce. McCowen, who has participated in other industry-organized Government-approved trade missions, has recently been appointed to serve on the North Carolina Regional Export Expansion Council.

Actions To Ease Export Procedures Cited In Report

Several actions aimed at simplifying export procedures were taken during the fourth quarter of last year, according to the Commerce Department's 94th Quarterly Report on Export Control, now available. The actions that are in addition to those reported in the Feb. 8 issue of *Commerce Today* include:

A decrease in the retention period for essential records from three years to two; expansion of the No Authentication Required (NAR) procedure to include domestic carriers; introduction of a standard form for requesting reexport authorization; and creation of a new General License GTE to facilitate a broad range of temporary exports.

Commodities licensed

Commodities valued at $55.9 million were licensed for export to Eastern Europe in the fourth quarter, compared with $33.1 million approved in the previous quarter and $61.5 million in the fourth quarter of 1969, according to the report issued by Commerce's Office of Export Control. Among the principal commodities licensed were construction and manufacturing equipment, chemicals, and computers and parts.

Third-quarter 1970 U.S. exports to Eastern Europe totaled $77.1 million, compared with $84.4 million the second quarter and $62.5 million in the third quarter a year earlier; U.S. import totals, in millions, for the same periods amounted to $49.2, $51.3, and $48.9.

The 94th Quarterly Report on Export Control is for sale at 35 cents by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any U.S. Department of Commerce Field Office.

Rising Latin Economic Nationalism Seen Posing Problems For U.S. Business

U.S. business interests in Latin America are being affected by swiftly accelerating changes there, but the pace and pattern of these changes differs so much from country to country that continent-wide generalizations can be greatly misleading.

This conclusion is apparent in the reports of American economic and commercial officers who convened last month at Panama City and Buenos Aires. A Commerce Department delegation led by Deputy Assistant Secretary Harold B. Scott participated in the two sessions, set up to assess the Hemisphere business outlook and to strengthen Washington—embassy links in economic-commercial affairs.

Nation-by-nation approach

To U.S. businessmen asking advice on future investment plans in Latin America, the specialists from the U.S. embassies and consulates recommended a case-by-case, country-by-country approach in dealing with the rising economic nationalism in evidence in the Hemisphere.

The conference was also told that the Latin American nations consider the U.S.-backed plan for generalized tariff preferences for the less developed countries to be vital to their progress, and they hope it will soon be adopted by the industrialized nations. At the same time, the Latin nations were pictured as keenly interested in the removal of U.S. non-tariff barriers to their products.

Increasingly strong Japanese and Western European competition was reported by the U.S. commercial officers stationed in a number of Latin nations. This competition was regarded as particularly significant in major engineering and construction projects.

The proposed shift of more U.S. foreign aid from bilateral to multilateral channels was seen as bringing more strenuous competition to U.S. suppliers, who now will have to enter worldwide bidding on contracts that were formerly open only to American firms. The same point was made about "untying," the easing of Agency for International Development requirements that goods bought with AID funds be purchased in the U.S. The degree to which U.S. firms might benefit from reciprocal untying by other donor nations is still uncertain.

The sessions reviewed new developments in U.S. trade policy and programs, and discussed steps which can be taken to improve the support our Embassies give to the export efforts of U.S. businessmen, and to tighten relations with the local U.S. business communities.

U.S. June Mission To Sell Equipment In Far East Area

A U.S. trade mission specializing in food-processing, packaging, and commercial refrigeration equipment is scheduled to visit the Far East June 5-25. The Commerce Department is organizing the mission, and the deadline for applications for membership is Apr. 15.

The mission is to spend several days each in Singapore, Kuala Lumpur, Manila, and Taipei. Market research and information from Foreign Service posts indicate that the area offers a good potential for the sale of the kinds of equipment being promoted.

The Commerce Department will pay operating expenses, and provide an advance officer to precede the mission and a director to accompany the group. Each member is required to pay his own transportation and living expenses, and share with other members the cost of official receptions.

Interested firms are invited to write: Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230; or phone Herbert Socks, 202-967-3184.

U.S.-Spanish Trade Situation Reviewed

Spanish Minister of Commerce Enrique Fontana Codina visited Washington March 8-10 at the invitation of Secretary of Commerce Maurice H. Stans. The two had met in Madrid in January.

The two officials reviewed various aspects of the commercial relations between the two countries and noted with satisfaction the healthy growth of trade in both directions. Minister Fontana pointed out Spain's deficit in its trade with the United States. He expressed his Government's concern about certain protectionist attitudes in the United States which could affect Spain's leading exports to this country, especially footwear.

Also discussed were questions related to the proposed generalized preferences system. Minister Fontana reiterated the Spanish position on this matter, emphasizing Spain's interest in being considered a beneficiary of this scheme.

American investment in Spain was another subject. It was agreed that such investment is of benefit to both countries. Minister Fontana noted, in this connection, that the Spanish Government has recently lifted the restrictions on dividend payments by companies in Spain. Secretary Stans offered to inform American businessmen of investment opportunities in Spain.

Iowa To Florida: Six Firms Get 'E', 'E' Star Awards

Five manufacturers and one financial institution were recently presented with Presidential "E" and "E" Star awards by Commerce Secretary Maurice H. Stans in his Washington office.

Recipients of the "E" award for achievements in exporting over a three-year period were McDonnell Douglas Corp., St. Louis, a manufacturer of commercial and military aircraft, and Otto Niederer Sons, Inc., Pennington, N.J., a producer of egg processing systems.

The four organizations awarded "E" Stars for their continuing work in promoting the sales of American products and services in foreign markets were: Concrete Pipe Machinery Co., Sioux City, Iowa, maker of machinery and attachments for producing concrete pipe; C.W.T. Farms Inc., Gainsville, Ga., manufacturer and distributor of hatching eggs and hatching and poultry processing equipment; First National Bank of Toledo, for promoting and financing overseas trade; and Key Pharmaceuticals, Inc., Miami, maker of antibiotics and drugs.

AT WASHINGTON CEREMONIES—*Helping Otto Niederer, left, display his firm's "E" flag are John T. Rogers, First National Bank of Toledo, and Jack Kantor, Key Pharmaceuticals. The bank and Key received "E" Stars at the ceremonies.*

IOWA 'E' STAR—*Concrete Pipe Machinery's "E" Star award is pictured with Iowa Representative Wiley Mayne, Frank Lodue, and Concrete's general manager and executive vice-president Joseph J. Drop.*

EXPORTING EGGS AND AIRCRAFT—*C. W. T. Farms, an egg distributor and poultry firm, was presented with an "E" Star. With the award are Raymond Burch and John L. Cromartie of C. W. T. and Under Secretary of Agriculture J. Phil Campbell. On the right, the "E" award for McDonnell Douglas is presented to Donald Douglas by Secretary Stans.*

Spring To Fall U.S. Shows In Europe, Asia, Latin America Seek Exhibitors

Air conditioning and refrigeration equipment will be displayed by U.S. companies Apr. 26-30 in Bangkok at the Regional Trade Development Center for Southeast Asia.

The 1970 Thai market for this equipment, excluding household refrigerators, is estimated at $12 million, an increase of 16.5 percent over 1969. Thai officials estimate that between now and 1975, the market will more than double, reaching approximately $25 million by 1975.

The U.S. is a major supplier of air conditioning and refrigeration equipment to Thai markets. In 1969, American suppliers provided 64 percent of Thailand's needs, or $6 million.

Write Thomas R. Padgett, Department of Commerce, BIC-918, Washington, D.C. 20230 (202-967-4727), or any Commerce Field Office.

Metallurgical equipment

Germany's $52 million market for metallurgical equipment and instrumentation offers U.S. manufacturers an opportunity to establish or expand their sales in this growing market. Assisting American firms is a Commerce-organized exhibition of this equipment at the Frankfurt Trade Center, June 21-25.

Research identifies excellent sales prospects for the following goods: test and control equipment; powder metals and equipment, and metal casting equipment. As Germany moves toward greater automation, the sales prospects for metals testing, production and control equipment expands rapidly.

The field of powder metallurgy is relatively new in Europe, but German buyers have expressed interest in sinter metals, fibers of metals, graphite, and mechanical pulverization processes.

Metal casting equipment, including centrifugal, continuous and investment casters have a high sales outlook. Currently there are no German producers of centrifugal casters, and few manufacturing continuous and investment casters.

Call William Gaines, 202-967-4073, Department of Commerce, BIC-938, Washington, D.C. 20230, or contact any Department Field Office.

Printing & bookbinding

A broad range of the most advanced U.S. printing and bookbinding machinery will be displayed in London this summer in the first Commerce-sponsored trade show mounted at an international printing machinery exhibition. The event will be the 12th International Printing Machinery and Allied Trades Exhibition (IPEX), July 13-24, in London's Olympia and Earls Court exhibition halls.

Major product categories expected to generate substantial sales at the exhibit include: composition, platemaking, photographic and bindery equipment and presses.

Recent market surveys conducted for Commerce show that imports of printing and binding machinery into the U. K. have been increasing steadily over the past few years as the U.K. printing industry continues to modernize and expand.

In 1968, the United Kingdom imported a total of $41.3 million worth of printing and binding machinery and equipment. U.S. firms supplied $6.9 million worth. In 1969, total U. K. imports of these products amounted to $46.6 million and the U.S. share was $8.3 million. In 1970, total U.K. imports of this machinery were valued at about $50.2 million, and the U.S. share was about $9.3 million.

Write the Department of Commerce, BIC-942, Washington, D.C. (202-967-3350), or any Commerce Field Office.

Educational aids

Regional implementation of educational reforms, a continuing shortage of teachers and the need for industrial manpower training programs have resulted in stepped-up Scandinavian purchases of modern and advanced educational and industrial training equipment. In addition to public schools, purchases of advanced training equipment and systems are being made by universities, industrial and governmental manpower training directors, adult education and the military.

An exhibition featuring the latest U.S. technology and equipment in this field, including computer assisted instruction, will be staged at the U.S. Trade Center for Scandinavia in Stockholm, Sept. 20-25.

The display will coincide with the September General Meeting of the Swedish Audio-Visual Society which has a membership of 600 drawn from training equipment specialists in educational and industrial organizations throughout Sweden.

Write John R. Crown, Department of Commerce, BIC-946, Washington, D.C. 20230 (202-967-4421), or contact any Commerce Field Office.

Equipment & machinery

Brazil will be the target of a Nov. 16-23 U.S. Solo Exhibition in Sao Paulo, featuring printing and graphic arts equipment, business equipment and computers, machine tools and machinery for the construction industry.

The autumn show is the second all-U.S. promotion mounted in Sao Paulo. The first was staged in 1968

and returned more than $13.5 million in total first year sales to American participants.

The Brazilian printing and publishing industry imported $31.9 million worth of supplies last year with the U.S. providing a 35 percent market share, or $8.2 million. The growing popularity of offset printing is stimulating the growth of imports in this field.

American shipments of business equipment and computers nearly doubled between 1969 and 1970 to $35.3 million. Approximately $22.8 million of this amount was spent on EDP systems.

Road, mining and hydroelectric construction projects have expanded the market for American-made machinery to $93 million a year. And the market for machine tools, which is valued at $36.5 million annually, received $7.4 million in goods during 1969 from American suppliers.

Write Vincent Doran, Department of Commerce, BIC-942, Washington, D.C. (202-967-3838), or contact any Department Field Office.

Kenya Home Show, Samples Fair In Guatemala Set Dates

The Eighth Annual Kenya Homes Exhibition will be held June 2-6, and the show's organizers are interested in displays of products or services in the home construction or household goods field. The exhibition, to be held in the Nairobi City Hall, will be centered around the theme "A New Decade". Write: Kirsten Porter, Kenya Homes Exhibition, P.O. Box 14602, Nairobi, Kenya.

INTERFER 71, an industrial samples fair, is scheduled for Guatemala City, Oct. 30-Nov. 21. Write: Parque Centro-America, 8A Calle 2-33, Zone 9, Guatemala C.A.

U.S. Exporters May Show Products In Eastern Europe

Three trade fairs in Yugoslavia and one in Romania have been announced for the second half of 1971.

From Aug. 23-28, the International Congress and Exhibit of Information Processing will be held in Ljubljana, Yugoslavia. Participants may show EDP systems and equipment. Write: U.S. Committee for IFIP Congress 71, Box 4179, Grand Central Post Office, New York, N.Y. 10017.

Two promotions slated for Belgrade are the Third International Photo-Cine Exhibition of movie, camera and television equipment, Oct. 22-31, and the Second International Exhibition of Modern Educational Aids and Equipment, Nov. 13-21. Write for information on both events to: Belgrade Fair, Bulevar Vojvode Misica 14, Belgrade.

Bucharest will host an Exhibition of Equipment and Machines for the Agriculture and Food Industries and Packaging, Oct. 10-19. Write: Chamber of Commerce, Bucharest, 1 Scinteia Sq.

Twin Computer Shows At London Center Set New Sales Mark

When more American minicomputer manufacturers wanted to enter a U.S.-London Trade Center Exhibition than the Center could

MINI-COMPUTER FORTNIGHT—*Hazeltine Corp., left, participated in Part I of the back-to-back computer shows. The firm, which forecasts $4 million in sales, exhibited its 2000 CRT display terminal. Potter Instrument's line printer, right, is checked by a company official during Part II. Potter anticipates $1.4 million in first year sales from the show.*

accommodate, a second consecutive show with all new exhibitors was organized for the following week.

Mini-Computer Fortnight, Jan. 25-29 and Feb. 1-5, set a sales high for U.S. promotions in the United Kingdom—more than $30.5 million in projected first year sales, plus $2.7 million in book orders written at the show. Seventy American firms participated in the twin events, drawing a combined business audience of 4,750.

Eight companies were interested in contacting overseas representatives through the shows. A total of five were appointed and negotiations with 17 other candidates were underway at its end. Five of the 27 firms entering the British market through the show were debuting in exporting.

Hazeltine Corp., a new-comer to the British market and a producer of terminals for use in time sharing, conservatively estimates $4 million in orders during the first post-show year. The Little Neck, N.J., firm also appointed a distributor for the U.K.

General Telephone & Electronics, Inc., New York, launching a newly formed U.K. subsidiary, anticipates $1.2 million in orders. GT&E displayed communications systems.

Showing mini-computers and peripherals, Systems Engineering Laboratories, Fort Lauderdale, Fla., is predicting sales over the next 12 months of $2 million.

Forty Firms Find Buyers At Electro-Mechanical Show In Milan Trade Center

Products of 40 American companies were on display at an exhibition of electro-mechanical precision parts and components at the U.S. Trade Center in Milan, Feb. 16-20.

More than $3.6 million in combined first year orders are anticipated from business contacts made at the show. Three exhibitors established five overseas agents and another firm concluded a license agreement. Three concerns were negotiating with 12 candidates for eight other agency positions.

The exhibition featured ten firms making their first appearance in the Italian market, six of which were entering the field of exporting through the show.

MOTOR CONTROLLERS—*Randtronics Inc. was one of 40 firms in the Milan Trade Center's February exhibition of electro-mechanical precision parts.*

Paris Center Hosts Technical Display

American-made vacuum and cryogenic equipment was shown to 793 French businessmen at an exhibition in the U.S.—Paris Trade Center, Feb. 8-12. The 31 companies in the promotion are predicting $2.2 million in 12-month orders.

Exhibitors sought 13 representatives for positions in France, Europe and Israel. At the end of the show, five had been appointed and negotiations with 13 additional candidates were underway.

Ferrofluidics Corp., Burlington, Mass., one of eight firms entering the French market through the show and making its premiere appearance in exporting, exhibited magnetic fluids and vacuum feedthroughs. The firm signed four agents, is negotiating with a fifth prospect, and anticipates up to $112,000 in first year sales.

VACUUM & CRYOGENIC EQUIPMENT—*Vacuum valves by Airco Temersal were shown in Paris by Airco's European general manager Joseph de Bie.*

New Zealand's Efforts To Diversify Spur Search For Latest Technology

Critical problems of inflation, labor unrest, and export market diversification cloud New Zealand's immediate economic future, but do not dim the short-term outlook for trade with the United States. In fact, reports David C. Holton, Commercial Attache at the U.S. Embassy in Wellington, the way the New Zealand businessman meets these problems can mean still greater sales of U.S. products and services, if American exporters seize the opportunity.

Diversification is the key to New Zealand's future in foreign trade. Reluctantly accepting that Great Britain, historically New Zealand's major customer, will enter the Common Market, New Zealand is determined to develop new export markets and a wider range of export products. New markets means Asia, and North and South America; more products means more manufactured goods and more beef, fat lamb, and forest products, with less reliance on wool and dairy.

To respond to government encouragement of increased exports and diversification of agricultural production, New Zealand must have machinery, equipment, raw materials and technology, all of which the United States can offer. Competition from other suppliers is determined and pervasive, however. Australia advertises the advantages of ready accessibility and a limited free trade agreement with New Zealand; Great Britain sends one trade mission after another to reinforce old ties and establish new ones; and Japan, New Zealand's fourth major supplier after the United Kingdom, Australia and the United States, is gaining sales from joint ventures and growing two-way trade.

At least 16 countries will be participating in the International Trade Fair in Wellington next August. The roster is clear testimony that New Zealand's import requirements, which have doubled in 10 years to more than $1 billion per year, are of serious interest to exporters all over the world.

Imports to keep rising

Further increase in value of imports, by 9½ percent in the year ending March 1972, is predicted by the New Zealand Institute of Economic Research. The prediction assumes gross national product will grow by 9 percent (5 percent in real terms) during the year. The 4 percent allowance for inflation in this figure might well prove too low.

One result of the growth in imports will be an estimated $150 million deficit in the balance of payments. Already, figures for the year ended October 1970 show a current account deficit—the first, on a running twelve months basis, since March 1968. Foreign exchange reserves are high, however, so the Government is expected to accept increased imports to help curb the inflation that raised consumer prices by a startling 10 percent in 1970.

Growth in New Zealand's imports will be stimulated by the latest reduction in the list of goods subject to import licensing requirements. When this becomes effective on July 1, about 70 percent of New Zealand's current imports by value will be free of those restrictions which have blocked the expansion of trade in many products.

Among the 200 items to be freed of license restrictions in July are a number of interest to American business. Included are: accessories for portable electric power tools; gas turbines; plastic molding presses; crawler tractors, other than agricultural; ultrasonic cleaning machines; plastic injection molding machines; portable generators, to 5,000 watts; and electric motors, 75 b.h.p. or over. American exporters of these items should act now to arrange agency agreements or commence sales promotion programs to put their products on the New Zealand market immediately after the exemptions become effective.

Curbing inflation is a major reason for this import liberalization, but—in the words of the Minister of Finance—"it will also release resources now being tied up in expanding production in areas in which we are not likely to be internationally competitive, and enable industries which have high productivity and favorable market potential to expand their output without overstraining the economy."

Other anti-inflation measures will bear harder on New Zealand importers. Price restraints lasting until June 30 at the earliest are making importers increasingly unwilling to pay higher prices which they cannot pass to their customers without government approval. Bank overdrafts are being kept strictly within tight limits set by the Reserve Bank. The Minister of Finance has warned importers in particular not to assume that they can get additional bank overdraft accommodation to enable them to land their goods.

Close control over government spending is also being exercised, and the Minister of Finance has already stated that next year's Budget should be no more than 4 percent above the current Budget. Government spending accounts for around 23 percent of total expenditures in New Zealand, so restraint in public expenditures is certain to have wide and dampening effects.

With an unemployment rate often as low as two-tenths of one

percent, New Zealand commonly has more than two registered job vacancies for every person on the unemployed roll. In these circumstances, every possible means of circumventing the labor shortage will be seriously considered by the New Zealand industrialist, and this will give rise to opportunities for American exporters of labor-saving equipment. However, exporters should bear in mind that highly automated equipment suitable for long runs of a product for a mass market may well be uneconomic for the short runs required for a domestic market of only 3 million people and an uncertain market abroad.

Tariff preferences remain an obstacle to U.S.-New Zealand trade in many items. While British preferential margins may be cut if Britain enters the Common Market, trade with Australia is encouraged by extension of the New Zealand-Australia Free Trade Agreement (NAFTA) to more products.

NAFTA's growth can benefit American business in some respects, however, in spite of its tariff discrimination. As NAFTA effectively expands the New Zealand market from 3 million to 15 million people, by gradually bringing Australia into a common free trade area, it opens the advantages of mass production to New Zealand manufacturers.

Assembly-line equipment and specialized, high production machinery then can displace the tools which suffice for the domestic economy. Determined promotion should bring American suppliers a considerable share of these sales.

Development of the giant Maui natural gas field 30 miles off the west coast of the North Island should offer intriguing opportunities for American companies. The natural gas recovered from the field would be used for electricity generation, petrochemicals, industrial fuel, and possibly for export as liquefied natural gas. Condensate from the field, plus a much smaller amount from the present Kapuni wells, could replace half the imported feedstocks used for the country's single refinery, at Whangarei. Natural gas from the Kapuni field north of Wellington is now coming into use. Nine centers on the North Island will soon be receiving the gas for distribution, largely to domestic consumers.

NEW PRODUCTS FROM NEW ZEALAND—*The Bluff aluminum smelter at Tiwai Point, above, will further the drive for a wider range of exports when commercial production begins in July. U.S. technology can help New Zealand diversify sales.*

Although neither off-shore nor on-shore oil exploration yielded any major discovery last year, efforts to find a substantial New Zealand field are continuing.

Power picture changing

New Zealand's electric power requirements will interest prospective bidders on the various power station projects and suppliers of the heavy earthmoving equipment required for the massive hydroelectric schemes, as well as manufacturers of generating and power distribution equipment. Total requirements for the nation are officially estimated to reach 19,191 million kilowatt hours by 1975, an increase of more than 60 percent over 1969 requirements.

Discovery of the Maui gas field has radically changed plans for further power development in the North Island. For instance, plans for a nuclear plant, river stations, and geothermal projects in the North Island are expected to be dropped in favor of a 1,000 megawatt oil-gas station at Auckland.

Construction of the North Island's great Tongariro hydroelectric power complex, commenced before the Maui gas find, is well underway, but the immediate potential for further hydroelectric development is in the South Island. Plans are in readiness now for four power stations on the Waitaki River above Benmore.

Astounding growth in the export earnings of New Zealand's timber industry—from $8 million in 1967 to $38 million in 1970—indicates a sizable and expanding market for timber-working machinery. Wood pulp and newsprint earnings have climbed less spectacularly, but remain strong factors in the total forest products picture.

The industry takes a major step this year with construction of an $11 million sawn timber and pulp mill near Napier, to utilize a 220 million cubic foot lot of State forest timber awarded to a New Zealand-Japanese joint venture last year. Also, New Zealand Forest Products, Ltd., is expanding production in a program expected to cost more than $110 million by 1975.

Germany Decelerating Its Prolonged Economic Boom

The German economy is in a phase of readjustment following the superheated conditions of the most prolonged boom of the postwar period. The economic situation is characterized by a gradually slowing growth of overall real demand and a leveling off in the rate of growth of industrial production, but continuing strong upward wage and price pressures.

Demand for consumer goods and services continues to expand vigorously, providing a solid prop to the economy. If excessive wage increases lead to a marked deepening of investor pessimism, however, the stage could be set for an undesirable drop in investment in the course of the year. Nevertheless, the general consensus is that the danger of a severe economic setback during 1971 is not great.

That's a summary of the economic situation in Germany as reported to the Department of Commerce by the U.S. Embassy in Bonn. Following is more detailed information from the Embassy's analysis of German economic trends.

The current phase of slower German economic growth represents an approach to normalization after the overheated conditions of much of the past two years. The government projection — substantially shared by independent observers— envisions real growth this year in the 3-4 percent range, with the major expansive impulses shifting from investment to consumption. A rise of 7½-8½ percent is officially forecast for GNP in current prices, although many non-government analysts reckon on more substantial price increases than are implicit in this growth rate.

Government consumption is expected to grow even more strongly in 1971 than in recent years, showing effects of expansive fiscal policies and public sector pay rises. The vigor of private consumption is assured by sizable wage settlements. Foreign demand is projected to continue a trend toward lower growth rates set in motion by the 1969 revaluation.

The main imponderable is the behavior of private investors. The extraordinary investment boom, which saw investment in gross fixed assets increase (in current prices) at average annual rates of nearly 20 percent in 1969 and 1970, seems at last to be running out of steam.

Government as well as private observers worry that if forthcoming wage settlements are excessive, investor pessimism could deepen to such an extent as to have unsettling implications for the general economy. Meanwhile, somewhat offsetting the negative factors for investment are a reduction in the investment tax from 6 to 4 percent, the reinstatement of the temporarily lifted accelerated depreciation allowance, and the expiry on June 30 of the special 10 percent countercyclical surcharge on corporate and personal income tax.

Economic tightrope

Government policy aims at steering a course between the twin dangers of "stagflation" on the one hand and recession on the other. The former could occur if inflationary psychology engenders a chronic wage-price spiral, while the latter could originate from investor pessimism spreading through the business sector. Nevertheless, there is virtually unanimous agreement that both risks can be avoided during the remainder of 1971, even though the rate of price increase may not be held within the government's projection, according to many private analysts.

The relative cooling of the economic climate has dissolved the controversy which surrounded the expansionary 1971 Federal Budget when it was first introduced last summer. Exceeding the DM 100 billion mark for the first time in history, the approved 1971 budget provides a 15 percent expenditure increase over the 1970 final result (even higher than the 12.3 percent expansion in the recession-year 1967), and will require DM 3.7 billion in net borrowing.

Fiscal policy has generally shifted to an expansionary phase, with total public sector outlays projected to rise at a faster pace than GNP in current prices, and larger deficits projected for states and local governments as well. Moreover, the Government has publicly emphasized that a budgeted 10-11 percent increase in public sector investment would be expeditiously expanded to fill the gap caused by any unexpected decline in private investment in the course of the year.

At the same time, the Government has resisted demands for premature lifting or early repayment to taxpayers of the special countercyclical tax surcharge. These funds, expected to total over DM 5 billion by the June 30 expiration date, represent a significant potential expansionary injection into the spending stream. A further potent anti-recessionary fiscal weapon is the accumulation of over DM 3 billion in "countercyclical reserve funds" neutralized in special Bundesbank accounts. These funds could be mobilized for supplementary public programs in the event of a serious weakening of the economy.

For the time being, the Government—supported by the Bundesbank and industrial organizations—is holding tight with these more powerful expansionary instruments, stressing that such measures can only be employed when price and wage pressures cool off. The Government places great emphasis on battling infla-

tion mentality and trying to persuade business and labor leaders to bring their price and wage decisions into line with the changing economic climate.

Both German consumer and industrial prices are rising faster than the international average. Total industrial prices have risen by as much in the last two years—10 percent—as in the previous 12 years together. Germany stands near the top of the list of major industrial countries in terms of industrial price rise in 1970, exceeded only by the United Kingdom and Italy, but considerably higher than the United States, France and Japan.

Imports outpaced exports

In real terms, the volume of imports expanded much more rapidly last year than did exports, and foreign orders continue to fall on a seasonally adjusted basis. German export prices are 13-14 percent higher than before the revaluation—17-18 percent for investment goods. In contrast, the price advantage in favor of imported goods is widening: imported manufactures are 1 percent cheaper than a year ago, while comparable domestic goods have increased in price by 5 percent and more. Reflecting these developments, imports of finished products (seasonally adjusted) were in the last quarter of 1970 one-third higher than in the corresponding period of 1969.

The return to a more normal growth path does not seriously endanger prospects in Germany for American business. German imports from the United States last year rose by a greater-than-average 18 percent (measured in DM value), versus 12 percent for all imports. The U.S. share of total imports rose in the course of the year to reach 11.8 percent by December.

The continued strength of private consumption promises further substantial growth in demand for consumer goods, with particular opportunities in consumer durables. Although there is a high degree of market saturation in such appliances as refrigerators, vacuum cleaners, and washing machines, a second generation of products, including electrical heating, dishwashers, freezers and driers is relatively unexploited.

Even with slower growth of industrial investment in 1971, there remains demand for specialized items in which the United States enjoys technological advantages. Moreover, mounting labor costs increase the premium for rationalization investment by German industry.

Potential borrowers on German financial markets may find relaxation from the overstrained conditions prevailing through much of last year, but at least at present must count on higher interest rates than on the U.S. market. German private savings have grown considerably, with the savings ratio in the fourth quarter of 1970 reaching 17½ percent of disposable income. Bank liquidity is higher than last spring and summer, and the security markets are also becoming more active as sources of long-term funds.

Improved capital market conditions, however, come in the face of rapidly expanding demands for funds: from the public sector to finance rising deficits, from industries to consolidate short-term debt, from consumers for residential construction, and from foreign borrowers, particularly on the bond market.

The SPD-led coalition government will substantially expand public sector expenditures in coming years within the framework of extensive "domestic reform" programs. Implementation of these projects will generate significant orders for the construction and investment sectors, as well as involving higher government current outlays. Federal investment alone is projected to rise by 1974 to a level 50 percent higher than in 1970, with particular emphasis on education and scientific research, environmental protection, construction of schools and hospitals, military construction and procurement, transportation (highways, railways, and urban mass transport), communications, municipal development, and residential construction.

GERMAN WELCOME MAT—*Economic activity, at its peak when the Bonn-Cologne Airport, above, opened a year ago this month, is now returning to more normal levels.*

Upswing In Finland May Be Peaking, But Imports Continue At Fast Pace

Finland continues to enjoy a high rate of economic growth, accompanied by relatively stable prices and costs. Several factors—mainly active private capital investments, buoyant consumer demand, higher prices for imported goods, and some stockpiling—caused imports in 1970 to increase by some 30 percent over 1969. A rise of 16 percent in Finnish exports was good, but not good enough. As a result, Finland incurred a trade deficit of about $331 million in 1970.

According to Edward C. Howatt, Commercial Attache at the U.S. Embassy in Helsinki, the trade gap is expected to be large this year but there is evidence that the upswing in the business cycle has peaked. The Government has taken some steps to prevent further overheating of the economy. The Bank of Finland has tried to curb the growth in bank lending and has restricted the use of short-term import credit for some products—mainly consumer goods such as motor vehicles and household electric appliances. Additional measures such as higher excise taxes and reductions or postponements of certain state expenditures are also reported to be under consideration.

Finnish manufacturers are generally optimistic but they see future problems caused by inadequate financing resources (a deliberate result of present government policy) and a possible shortage of workers. There has recently been some improvement, however, in the availability of skilled labor.

Clouding all forecasts is the present strike in the heavy metals industry. It now affects shipbuilding, machine shops, mining and metal production. Fears are that it may last for several months (it started Feb. 8) and that it may spread to other industries such as construction. Should labor unrest continue, it will have serious consequences for Finland's domestic economy and its export earnings.

Another point to watch in Finland's economic and commercial future is its developing relationship with the European Economic Community (EEC). Finland is presently an Associate Member of the European Free Trade Association (EFTA) and, in common with the other Nordic countries, is concerned about the effects of EEC integration. It is, therefore, attempting to work out a commercial arrangement with the EEC, excluding agricultural products, which would be consistent with its policy of neutrality.

Total Finnish imports in 1970 amounted to $2,636 million, of which the United States supplied $137 million or 5.2 percent. The United States imported goods worth $108 million from Finland last year. This amount represented 4.7 percent of Finland's total exports of $2,305 million.

Excellent sales opportunities

Finland's industrial production is based largely on foreign raw materials and equipment. The country is facing increasing urbanization, a rising standard of living, a shortage of skilled workers both in office and factory, a need to increase and diversify production for exports, and a desire to augment domestic production for import replacement. These developments all point to excellent opportunities for American exporters of labor-saving and cost-reducing items, especially technically-advanced machinery, equipment and services.

In 1969 the United States had million-dollar markets in Finland for such products as inorganic bases including anhydrous ammonia, products of polymerizing, organic chemical products including anti-knock preparations, yarn of synthetic fibers, unwrought aluminum alloys, aircraft engines, non-air piston engines, accounting and statistical machines and computers, printing and type-setting machinery, pumps and centrifuges, lifting and loading machinery, non-electric powered hand tools, packaging and filling machines, machine parts including cocks, valves, cranks and pulleys, transistors, electric measuring and control equipment, motor vehicles and parts, aircraft and parts, and unexposed photographic film. These categories continue to offer excellent opportunities for sales.

There are presently about 50 American companies with branches, subsidiaries or affiliates in Finland. Roughly 2,000 other American firms are known to be doing business here through designated Finnish representatives and sales agents. Other U.S. manufacturers and exporters can profit from active participation in this changing and developing market. It is served by air by a number of airlines, including Pan American and Finnair.

The United States and Finland, on Dec. 30 of last year, exchanged instruments of ratification to bring into effect a new Convention with respect to taxes on income and property. Its essential purpose is to provide relief from double taxation.

American companies exporting to Finland should do so, if possible, through Finnish representatives. All the Nordic countries are different, and the Finns have expressed their strong desire to do business with importers who know their requirements, are readily available to provide spare parts and service, can speak Finnish, and whose sales commissions remain in Finland.

Finland's wholesale trade is dominated by five large organizations: STL (Finnish Wholesalers' Association) is a loosely-structured group of independent whole-

salers which accounts for more than one-fourth of all wholesale activity in the country. The member companies of TTK (Central Federation for Technical Imports) also cover about 25 percent of the market, largely with machinery and raw materials for business and industry. Kesko Oy, a company chiefly owned by retailers, does about 15 percent of the business. The two large cooperatives, SOK and OTK, conduct close to 20 percent of the wholesale trade.

Three other organizations of particular interest to American exporters are the Finnish Foreign Trade Association, the Finnish Foreign Trade Agents' Federation and the Central Chamber of Commerce. In addition, there are specialized associations representing just about every business or industrial activity.

Businessmen visiting Northern Europe would do well to visit several countries instead of just one or two in this area. Whether new to market or already established here, it is also advisable to consider taking part in specialized trade missions and participating in shows at the U.S. Trade Center for Scandinavia at Stockholm. During the remainder of this year, the Trade Center schedule calls for exhibitions of advanced equipment for electronic data processing, pulp and paper production, food products, packaging, education and training, engineering design and components, and chemical and physical measurement. Manufacturers and exporters will be able to explore on-the-spot opportunities for direct sales, agency representation, or licensing and joint venture arrangements.

Other opportunities for developing Finnish business contacts may be found by visiting or entering such trade shows as the Helsinki International Technical Fair to be held in September, 1971, for buyers only. The United States is organizing a pavilion which will concentrate on American electronic products.

Salvadorans Are In Optimistic Mood Despite Setbacks To Common Market

The year 1971 ought to be a satisfactory one for U.S. exports to El Salvador, the "little giant" of Central America, even though the Central American Common Market (CACM) is currently encountering heavy weather. Salvadoran businessmen remain optimistic about the future, partly in the knowledge that the CACM has survived rough seas before and partly in the conviction that their own domestic economy is strong. Many are actually in an expansive mood.

John J. Eddy, Commercial Attache at the U.S. Embassy in San Salvador, goes on to say that preliminary data show that GNP rose approximately 5.5 percent in 1970, compared with 3.9 percent in 1969. The outlook is for a good rate of growth in 1971, although if the four remaining active members of the CACM fall into an intra-regional race for markets, the rate of increase may be held below 1970 levels.

The trouble is that through its now famous Decree 97, Honduras has applied tariffs to, and thereby slowed, imports from Guatemala, Nicaragua, and Costa Rica, the CACM members which remained non-belligerent during the 1969 armed conflict between El Salvador and Honduras. Salvadorans themselves have already recovered from their own loss of the Honduran market after the conflict by intensifying selling efforts domestically and within the "neutral three," but the neutral three may now have to meet the harsh test of losing their Honduran outlets. They are expected to "try harder," not only in their own domestic markets but in sister neutrals as well, and of course in El Salvador. El Salvador may therefore be hard put to improve its external account within the CACM this year.

Getting at the real basis for current Salvadoran confidence, however, coffee export receipts in 1970 rose to an estimated $112 million, up 29 percent from 1969 to the highest level in recent memory. The volume of 1971 exports is expected to remain at the 1970 level but lower prices will reduce coffee export receipts somewhat. Thus, while coffee income will not reach 1970's level, it will still be above average.

The current cotton and sugar crops should easily top last year's, while corn, sorghum, and dry bean harvests again set new records.

Building spurt seen

Cement output increased 16 percent in 1970. Retail sales, according to the Embassy's partial indices, jumped well over 10 percent in 1970. For these and other reasons, and perhaps highlighting the seeming incapacity of Salvadorans to be pessimistic for long, one of the biggest builders in El Salvador ex-

SALVADOR BUILDS UP—*The 240-room, $4.4 million Camino Real San Salvador Hotel is to open about June 1972.*

pects a significant spurt in new housing starts in the second half of 1971, and despite the large questions about the future of the CACM he characteristically bases his argument on general euphoria.

Of interest to U.S. exporters is the rise of 25 percent programmed for El Salvador's ordinary budget in 1971, to a total of $140 million. Since investment will account for 20 percent of government spending (in contrast to 15 percent in 1969), and about 78 percent of government investment will be concentrated in agriculture, public works, and education, opportunities for U.S. businessmen should arise to help build or provision new roads, water works, irrigation/drainage systems, and schools.

A still closer scrutiny of the government's development priorities and private-sector intentions indicates that opportunities for U.S. exporters may be especially ripe in the following specific projects: irrigation equipment for the extensive land reclamation planned for the Zapotitan valley; electrical equipment for a Power Commission (CEL) project to ensure adequate electrical power supply in San Salvador and to strengthen transmission in the eastern half of the country; road-building and maintenance machinery for the next 13 km. stretch of four-lane highway to be laid between San Salvador and Santa Ana, as well as other lesser road projects; equipment and materials for improvement of the Port of Acajutla, including construction of a 210 meter breakwater; apparatus for a modern, privately financed slaughterhouse with capacity for 150 cattle daily; hotel equipment for the new 240-room Camino Real San Salvador (Western International Hotels) now under construction; and machinery for making chocolate from cacao grain (private interest) and equipment for other food-processing projects which may be undertaken soon by El Salvador's Government development bank, the Instituto Salvadoreño de Fomento Industrial (INSAFI).

INSAFI, incidentally, has received a U.S. A.I.D. loan for $4.8 million to make sub-loans to the Salvadoran private sector. Moreover, INSAFI is itself currently considering joint-ventures, in some cases with Korean or other foreign partners, in the following projects: a tuna fishing industry entailing the purchase of four purse seine tuna clippers with freezing equipment, as well as shore refrigeration facilities and eventually a canning factory; a merchant marine; a shipyard; a cold-rolling steel mill for flat products; a polyester fiber mill; and facilities to process plants and herbs.

SALVADORAN LEADER SHOPS FOR U.S. GOODS—*President Sanchez Hernandez visits the U.S. Exhibit during last November's San Salvador Fair. At left, briefing him on U.S. equipment, is Commercial Attache John J. Eddy, author of this report.*

How is the U.S. doing?

What about recent trade figures? How is the United States doing? Based on preliminary Salvadoran statistics, total imports in 1970 were about $216 million, up 3 percent from 1969. Salvadoran exports to all countries in 1970 reached $229 million, an increase of 13 percent over the preceding year. Imports from the United States apparently remained rather static at around $60 million (extrapolated from nine month data). The U.S. share of the Salvadoran market, if we consider only non-CACM suppliers, held at about 40 percent. Taking account of CACM suppliers for global Salvadoran imports, the U.S. share slid fractionally to 28 percent in 1970.

Imports from Japan, West Germany and the Netherlands posted notable increases. The message is clear: Competition is rough.

U.S. products are highly regarded for quality in El Salvador, but some of the extreme verbiage about American quality is beginning to sound fanciful in the face of the incontrovertible excellence of top-of-the-line goods from Japan and Europe, as the technology gap closes. U.S. suppliers' price lists have risen 10 to 15 percent in the last year and a half, Salvadoran importers say, compared with 4 to 6 percent for the Japanese and Europeans. The credit extended by U.S. firms is often seen here as competitive, but Salvadoran businessmen insist that too many U.S. exporters want a

letter of credit, which is virtually cash.

Salvadorans would also prefer that their U.S. suppliers hold to their original promise of delivery even if the pressures of pleasing U.S. domestic demand mean originally promising six months instead of three. Salvadoran representatives also say that they would prefer an agency arrangement to be exclusive, because the market is not big enough to support them otherwise, and they add that they are seldom interested in a distributorship because it is asking a lot to tie up their own capital on inventory in a low-volume market.

Salvadoran businessmen volunteer these suggestions to their U.S. trading partners, whom they respect, incidentally, for integrity: hire someone with ability in Spanish to prepare documentation and shave costs; ensure that incoming letters in Spanish are never thrown in the wastebasket; see that sufficient postage is applied to international letters to send them airmail (otherwise they take a Caribbean cruise); strip expensive, fancy or high powered extras from machinery before quoting to El Salvador; and if you can, visit El Salvador to look over the territory personally, and take pictures to remind yourself of the requirements imposed by local conditions.

Salvadorans thus have cast themselves in the role of encouraging U.S. business to overcome the problems of exporting to this country. While not denying that problems do exist, they note that problems often lead to later success by enforcing ingenuity. As one local manufacturer of ladies' stockings put it: "Most of us are sorry the war ever happened. But consider this. Before the war we were manufacturing 1,000 pairs of stockings a day. We supplied the domestic market and exported the rest to the CACM and Miami. Now, a year and a half after losing the Honduran market, we are making 2,000 pairs a day. We have nothing left over to export. You figure it out, I can't."

World Trade Actions

Tariffs, Labeling Laws Revised; EEC Approves Monetary Union

Canada: Most pre-packaged consumer goods sold in Canada will have to be labeled in both English and French by 1975 under the terms of a proposed Consumer Packaging and Labeling Act. Specific earlier dates may be fixed for some products.

Although the Province of Quebec has for some time operated under bilingual requirements for domestic and imported food products, the only current bilingual labeling regulations at the federal level are those applicable to hazardous chemicals.

The Minister of Corporate and Consumer Affairs has stated that he recognizes that imports may require special attention.

The Canadian Government also has announced that customs invoices on footwear imports must contain additional descriptive information. These requirements are contained in Canadian Customs and Excise Memorandum D46-9 of Dec. 7, 1970, a copy of which can be obtained from the Western Europe Division, BIC-888, U.S. Department of Commerce, Washington, D.C. 20230.

Colombia: Import duties on automobile parts for assembly have been revised. Generally, the rates have been reduced by more than one hundred percentage points for new private cars (e.g. Renault, Simca, Zastava and jeeps) and new taxis. In addition, new ceiling prices of cars assembled in Colombia were set, $2,971 for the Renault, $3,257 for the Simca, and $4,971 for the Zastava, with prices somewhat lower for taxis.

The Colombian Customs Bureau also changed several tariffs on assembled automobiles. The tariff on jeeps was increased from 20% to 40%; that on cars with an f.o.b. factory value under $1,500 was reduced from 230% to 130%, and that on cars valued over $1,500 remained the same (230% up to $2,000, 350% from $2,000 to $3,300, and 450% over $3,300).

In order to offset the loss in customs revenues, imports of luxury cars paying the highest rate of duty (450%) will be permitted. The Ministry of Development stated that imports of "popular" cars and taxis would not be allowed since locally-assembled vehicles were in adequate supply.

EEC: The Council of Ministers reached agreement Feb. 9 on a staged plan to achieve economic and monetary union by 1980. Member states are to increasingly coordinate their economic and monetary policies while also gradually transferring economic policy decisions from national authorities to those of the European Communities.

During the first stage (1971-73), member states will undertake a series of proposed steps including greater coordination of short-term economic policies, further tax harmonization and—on an experimental basis—the narrowing of exchange rate margins.

Transition from the first phase is contingent upon completion of these actions, as well as parallel economic and monetary progress.

Honduras: Several changes in foreign trade procedures and controls may affect U.S. traders. Several of these temporarily offset the effects of some of the Central American agreements.

Decree No. 97 of Dec. 31 applies the rates of the Central American Uniform Customs Tariff (NAUCA) to all imports, whether of Central American or third-country origin, effective Jan. 1. Import tariffs on certain essential products, how-

ever, have been reduced. These include a number of categories of foodstuffs, medicines, and clothing; certain raw materials and intermediate goods; and certain machinery, equipment, tools and capital goods. Products not subject to the NAUCA rates will continue to pay the 8% consular fee and a 12% surcharge.

The application of the San Jose Treaty was cancelled, eliminating the 30% surcharge which had applied to imports from outside Central America, and the 10% and 20% consumption taxes which had been applied internally to a number of goods.

Resolution No. 23 of Jan. 13, and Resolution No. 1 of Jan. 15, both effective Jan. 16, further implement Decree No. 97. These resolutions specify certain items which may be imported on credit, but only with prior approval of the Central Bank, and a second group of items which must be prepaid in cash but which also require prior approval. All non-listed items may be imported without approval but must be prepaid in cash. These lists are expected to be revised from time to time.

Write: American Republics Division (886), OICR, U.S. Department of Commerce, Washington, D.C. 20230. Be specific about the products of interest.

European Economic Community: The following duty-free quotas have been announced for 1971: newsprint (tariff heading 48.01-A)—1,193,000 tons; ferro-silicon (73.02-C)—20,000 tons; ferro-silico-manganese (73.02-D)—50,000 tons; ferro-chromium containing not more than 0.10 percent by weight of carbon and more than 30 percent but not more than 90 percent of chromium (ex 73.02-E-1)—3,000 tons; and unwrought magnesium (77.01-A)—(a) 99.8 percent or more by weight of pure magnesium—600 tons, (b) less than 99.8 percent by weight of pure magnesium—10,900 tons.

Further details on how these quotas are divided among the EEC member countries can be obtained from the Western Europe Division, BIC-888, Department of Commerce, Washington, D.C. 20230.

El Salvador: A new law has been issued to promote the development of fishing on the high seas. It allows Salvadoran and foreign companies which establish themselves in El Salvador to benefit from free import privileges for boats, equipment and all related items, plus fuel and lubricants. It also grants tax and other concessions, with all benefits for a ten-year period. Firms which process fish products may also benefit from the provisions of the Central American Fiscal Incentives Agreement, with no limitation on participation of foreign capital.

The law covers fishing in the area from 60 to 200 nautical miles from shore, within the territorial waters claimed by El Salvador, as well as on the high seas. The provisions of the old fisheries law, which controlled fishing up to 60 miles from shore, will be applicable in the absence of provisions in the new law. It should be noted that although the Constitution of El Salvador claims territorial waters 200 nautical miles from shore, the United States does not recognize claims extending beyond the traditional limits of three miles for territorial jurisdiction and 12 miles for fishing.

Copies of the new law, with unofficial translation, can be obtained on loan from the American Republics Division, Office of International Commercial Relations, U.S. Department of Commerce, Washington, D.C. 20230.

Argentina: In several recent speeches Argentine government figures have laid out current official attitudes towards foreign investment. The Government maintains the traditional position that foreign private investment is welcome but emphasizes that greater reliance will be placed on domestic savings and investment. Special government assistance currently is being provided domestically-owned enterprises which is not being made available to foreign-owned concerns.

The government also insists that it seeks foreign investment which furthers Argentine interests but which does not jeopardize local economic autonomy.

Venezuela Curbs Activity Of Banks Owned Abroad

The Venezuelan Congress recently enacted a law that places restrictions on the operations of banks more than 20 percent of whose capital is owned directly or indirectly by foreign nationals or by companies domiciled abroad.

The law also prohibits foreign nationals from owning more than 40 percent of the capital of finance companies and formally confers on the President of Venezuela the power to impose conditions on the granting of bank credit to any company more than 40 percent of whose capital is owned by foreign nationals.

Growth restrictions

Banks that choose not to reduce their foreign-owned equity to 20 percent or less will not be allowed to increase their capital or to establish new branch offices. In addition, they will be limited in the amounts of sight or time obligations which they may incur and deposits which they may receive. They also will not be allowed to issue negotiable certificates of deposit or to sell foreign exchange acquired directly or indirectly from the Central Bank.

To comply with the law, banks are given 60 days to present to the Superintendent of Banks detailed lists of their stockholders and the

amount of capital subscribed by each. The authorities will indicate within 30 days thereafter the banks affected by restrictions of the law. Banks which desire to modify their structures so as to reduce their foreign equity to 20 percent are given 90 days to signify their intention of doing so. Thereafter, the restrictions noted above will not be applied to them for a period of two years.

If such banks are unable to demonstrate reduction of the foreign equity to 20 percent within the two-year period, they will be subject to a fine of from 15 to 30 percent of their gross income during that period and become liable to the restrictions applicable to foreign banks.

These restrictions take effect immediately upon expiration of the 90-day period for banks which do not indicate an intention to reduce their foreign equity.

Dutch Company Fined, Hong Kong Firm Denied U.S. Export Privileges

A Netherlands firm has been fined for violation of U.S. export control regulations and a Hong Kong firm has been denied U.S. export privileges, the Commerce Department's Office of Export Control has announced.

Civil penalties totaling $10,000 have been imposed on Calcomp N.V. of Amsterdam, a distributor of U.S. computer parts. The procedure under which Calcomp operates permits it to make sales of U.S. products to customers previously approved by the Office of Export Control without obtaining special authorization in each instance. The company, charged with having made numerous sales in 1969 and 1970 to customers who had not been approved, did not contest the charges.

Calcomp N.V., a subsidiary of California Computer Products, of Anaheim, distributes its products in Europe.

Half the penalty has been paid and the balance temporarily suspended.

Within six months the Office of Export Control will examine the operations and procedures of the company and, if they are found satisfactory, payment of the balance will be waived.

Hertz Research Laboratory of Hong Kong and its manager, D.K. Chan, have been denied U.S. export privileges for an indefinite period for failing to account for their dealings in transactions involving $45,000 worth of U.S.-origin strategic electronic equipment,

In 1969 and 1970, Chan, on behalf of the firm, ordered the equipment from U.S. suppliers and more than $17,000 worth was exported to the firm. Shipment of the remainder was prevented when the transactions became suspicious (reexport to Communist China would not be authorized). A written inquiry was submitted to Chan and the firm as to disposition of the equipment. When they failed to furnish the information, the denial order was issued in accordance with the regulations and will remain in effect until the questions are answered or good cause is shown for such failure.

ABA To Study Legal Side Of Business In Europe

"Current Legal Aspects of Doing Business in Europe" will be studied at a March Institute of the American Bar Association's Section on International and Comparative Law.

Speakers at the March 26-27 meeting at Chicago's Sheraton-Chicago Hotel will emphasize practical problems of organizing and integrating European operations, the drafting of distribution contracts and know-how licenses, and special issues of joint ventures and acquisitions.

A half-day will be devoted to identifying trends in international antitrust enforcement.

U.S. Export and Import Data, 1923-68, Issued

Long-term U.S. export and import data, classified by end-use commodity category, are presented in a new volume by the Commerce Department's Office of Business Economics. The publication,* U.S. Exports and Imports, 1923-68, *offers in a single compact source a series of compatible statistics tracing the changing pattern of U.S. merchandise trade over almost half a century.

Issued as a supplement to OBE's monthly* Survey of Current Business, *the 411-page publication is for sale at $4. Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

AMA Sets Trade Seminars In New York, Johannesburg

The American Management Association will hold trade seminars next month in New York and Johannesburg, South Africa.

Speakers at the New York meeting, on Credit and Terms in International Trade, will include William R. Sugg, Jr., International Trade Specialist at the Commerce Department's New York Field Office, and Paul T. Haskell, Vice-President of the Foreign Credit Insurance Association. The sessions are scheduled for Apr. 21-23 at the AMA Headquarters.

South Africa: Key to a Continent—New Investment and Trade Opportunities is the subject of the Johannesburg meeting, to be held Apr. 19-23 at the Holiday Inn at Jan Smuts Airport. Max E. Hodge, Commercial Officer at the U.S. Consulate General there, will be among the speakers.

Write: American Management Association, Inc., 135 W. 50th St., New York, N.Y. 10020 (212-586-8100).

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine. The section that follows, incorporating the familiar Licensing and Investment Opportunities and Foreign Trade Opportunities, presents details about licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies, appoint agents, major construction and expansion projects, and U.S. visits by foreign buyers.

Licensing, Investment Abroad

2040—FRANCE—Diversified firm seeks joint venture for the expansion and development of a complex that includes **cereal mills, silos, warehouses, an animal feed plant and a hydro-electric generating plant.** Firm presently engaged as a broker of cereals, oil cakes, and middlings and distributor of petroleum products. Good opportunity for a U.S. firm which wishes to break into France and third-country markets for packaged and processed food products. Jean Claude Maus, 122 Rue Reaumur, Paris 2nd, or M. Claude Lanez, Grands Moulins, Brisson-Dauthel, S.A., Dienville (Aube) 10. WTD. P-71104

2600—GREECE—U.S. participation invited in construction and 30-year operation of **pulp and wood products plant** in eastern Macedonia. Minimum investment estimated at $16.7 million. Government of Greece prepared to supply plant with 6 million cubic feet of wood annually. Bids to be received May 15. Ministry of Commerce, General Directorate of Forestry, 22 Menandrou St., Athens. P-71096

2834—IRAN—Expanding pharmaceutical firm seeks manufacturing rights for **pharmaceuticals and cosmetics**; will consider joint venture. Company will purchase new machinery and build additional facilities if necessary. Would import raw materials from U.S. licensor. Tehran firm maintains sales agents in principal Iranian cities. Soofer Foruzan, Chairman & Managing Director, Pharmachimie, S.A. 27 Shah-Reza Avenue, Tehran. WTD. P-71099

2844—FRANCE — Manufacturing rights for **toiletries.** Interested in new products such as bath oils, salts and lotions, deodorants, shaving preparations, mouth wash and sun lotions. Firm is recently established subsidiary of major French pharmaceutical firm. Successfully marketed new bath oil in EEC. Claims by summer of 1971 will have 5,000 sales outlets throughout France. M. A. Didisheim, Manager, FONTAREL, A.I.T., 12 rue de Berri, 75 Paris 8e. WTD. P-71097

3400—SWITZERLAND—An established firm with production facilities in the EEC seeks U.S. licenses for the **manufacture and distribution of industrial components and subassemblies.** It has production facilities for all kinds of metalworking including fine blanking, sheet metal working, galvanizing as well as plastic injection molding and plastics chromeplating. Large series production of high precision work and advanced manufacturing processes would be preferred. Werner M. Roer, Dir., KEIPER AG, 6301 Zug. WTD. P-71101

3490—FRANCE—Maker of metal products for building industry seeks licenses to produce **metal ceiling and flooring components, wall partitions; newly developed heating and air conditioning systems.** Interested in distributing **acoustical ceilings.** Firm employs around 600, has good sales network and has doubled sales volume in the last two years. Mr. L. Godtschalck, Commercial Manager, Krieg & Zivy, B.P. 9, 10 Avenue Descartes, 92—Le Plessis-Robinson. WTD. P-71103

3494—INDIA — Prominent diversified firm seeks licenses for manufacture of **high pressure valves for use in oilfields and pipe lines.** Interested in high temperature valves with flanged ends, lubricated plug valves and through conduit gate valves. Firm is engaged in the sales and servicing of oilfield equipment and manufacture of drilling bits. Greaves Cotton & Co. Ltd. (GCC), 1 Forbes St., P.B. No. 91, Bombay. WTD. P-71105

3500—CANADA—Metal fabricating and machining company, which presently produces harvesting machinery, seeks to diversify by obtaining license agreement for similar products. Firm has recently built new plant on ten acres and is located 100 miles from Detroit. P. B. Regan, Gen. Mgr., Eagle Machine Co., Ltd., 1275 Hubrey Rd., London 54, Ontario. WTD. P-71085

3525—GERMANY—Firm wants licenses for sophisticated, electronically controlled **conveying/storage systems** for piece goods handling. GSK Gesellschaft fuer System-Engineering und Know-how., 6330 Wetzlar, Wahlheimer Weg 1. WTD. P-71108

3559, 3811 — AUSTRIA — Joint venture with U.S. engineering companies and manufacturers of **special equipment for the chemical industry.** Firm seeks to participate in projects in the chemical industrial field in central and Eastern Europe. Company has experience in these markets. Robert F. Traindl, Grill & Grossmann Gesellschaft fuer Chemietechnik mbH, Weihburggasse 9, A-1010 Vienna. WTD. P-71107

3559—FRANCE—U.S. license wanted to manufacture **shoemaking machinery** in France for marketing in Eastern and Western Europe. OMIC, 29 rue Pajol, 75 Paris 18. P-71109

3561—SWITZERLAND — Representation or manufacture under license sought for equipment and accessories comple-

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and also assistance on overseas investments are available from the Office of International Investment, U.S. Department of Commerce, BIC-878, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

For additional information on opportunities to manufacture foreign firm's products in the U.S., write Commerce's Office of International Investment, BIC-874, referring to the File Number assigned each opportunity.

WTD indicates that a World Trade Directory Report containing financial and background information on the foreign firm is available for $2 from the Department of Commerce, BIC-924, Washington, D.C. 20230, or from any Commerce Field Office.

mentary to present production and sales efforts, for **compressor accessories, tools, tightening fixtures, feeding systems and measuring devices.** Sales oriented to machinery and metalworking, textile, plastics and packaging industries. Sales near $700,000 with 65 employees. Hans Wanner, Dir., Machinenfabrik Fritz Haug AG, 9015 St. Gallen. WTD. 71098

3600—MEXICO—Machine tool manufacturer wants U.S. participation to expand into production of **electrical machinery.** Seeks capital investment of $100,000 plus technical assistance. Firm currently manufactures gear head drill presses, automatic screwing machines and metal extrusion equipment. Maintains well-equipped plant, employs about 125. Presently has licensing agreement with U.S. company. Ing. Rogelio de la Torre Valencia, Maquinaria Occidental Mexicana SA de CV, Apartado Postal 10006, Guadalajara, Jalisco. WTD. P-71100

4119—MEXICO—Monterrey firm seeks U.S. firm capable of rehabilitating and operating an **aerial tramway** under a possible joint-venture and/or management and technical assistance contract. The tramway is located at a major tourist landmark, Saddle Mountain, in Monterrey. The tramway rises 650 meters to a distance of 3,430 meters and there is planned a second section which would rise another 450 meters to a length of 1,800 meters. Tramway was built in 1960 and is supported by sixteen steel towers and there are fifty cars that carry four adults each. Lic. Ricardo Margain Z.; Teleferico Cerro de la Silla, S.A.; Edificio Monterrey, 1er Piso; Paras 850 Sur; Monterrey, N.L. WTD. P-71106

Licensing In U.S.

2818—GERMANY—Xanthates which are used as collectors of sulfidic ores and oxidated sulfidic ores in a flotation process. **File 2006**

2844—AUSTRIA—Coloring for eyebrows and eyelids. **File 2007**

3449—FRANCE—Wood and/or metal **partitions, gates, shutters, sliding doors, venetian blinds, garage doors. File 2008**

3535—GERMANY—Patented **food handling system.** The system provides for heat treating, transporting, and delivering of prepared foods in individual, easily movable containers which may be combined and arranged in various ways. It is also possible to include "cold" containers for cold foods and crockery in the installation. **File 2010**

3535—GERMANY—Mechanical handling machinery which, after receiving bulk amounts of randomly assorted parts, orients each part individually and moves it at a pre-designated speed to a desired location. Patent pending. **File 2011**

3569—GERMANY—Patented **BZ-Separation equipment** for removing dust and fluids from gases and compressed air. **File 2013**

3651 — SWITZERLAND — Piston compressors with delivery capacity between 0.4 cu.ft./min. and 180 cu.ft./min., in single and two stage designs up to 250 lb./sq.in., and oil-free compressors and gastight multiple stage designs up to 2,000 lb./sq.in. **File 2012**

Two Swiss Firms Are Seeking U.S. Joint Venture Partners

Two Swiss manufacturers are interested in American joint venture partners for production in the U.S. of their products.

A producer of equipment for treating waste water seeks a medium-sized partner to make its newly developed type of turbine for ventilation of waste water purification systems. The turbine is made of glass fiber reinforced polyester. The partner should have experience in the field of waste water pumps or similar equipment, and should have sales, technical engineering and consulting departments. **File 2014**

A partner for production and marketing of multi-tamper vibratory compactors is sought by a maker of road maintenance equipment. The compactors, mounted on trucks or construction machinery, are reportedly the only compactors which easily fulfill new requirements for expressway construction in Switzerland, France and the Netherlands. **File 2009**

Write: Department of Commerce, Office of International Investment, BIC-874, Washington, D.C. 20230 (202-967-2248), referring to the file number.

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the International Liaison and Trade Opportunities Staff and other units of the Bureau of Domestic Commerce (BDC), U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms are interested are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U.S. firms should also be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good reputations. However, the Department cannot be responsible for any trade relations.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency. A (★) at the end means that additional information may be borrowed by U.S. firms from the individual division of BDC. To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the U.S. Department of Commerce, BIC-924, Washington, D.C. 20230 or from any Commerce Field Office.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

Commercial farms

01137—SPAIN—Field crop seeds, field seeds; especially corn, sorghum, soybeans, etc. Almacenes La Estrella, S.L. (importer, dist.), Avda. Buenos Aires, 7, Santa Cruz de Tinerife. WTD 1/71.

01137—SPAIN—Field crop seeds, field seeds; corn. Felipe Fuster, S.A. (importer, dist.), Tucuman, 6, Alicante. WTD 1/71.

Fruit, tree nut, vegetable farms

01223—NETHERLANDS—Fresh strawberries, cranberries, cherries. Exclusive import arrangements requested. Windig N.V., Attn: J. A. Windig Jr. (importer, dist., retailer), Centrale Markthal 20, Amsterdam. WTD in prep.

01231—NETHERLANDS — Chinese cabbage, celery, radish. Exclusive import arrangements requested. Windig N.V., Attn: J. A. Windig Jr. (importer, dist., retailer), Centrale Markthal 20, Amsterdam. WTD in prep.

Dairy products

20210—PHILIPPINES—Butterfat. American International Dairy Co. Inc. (mfr.),

Attn: Sostenes Lorenzana Jr., 84 Scout Borromeo St., Corner Quezon Blvd. Ext., Quezon City. WTD in prep.

20221—PHILIPPINES — Cheese. American International Dairy Co. Inc. (mfr.), Attn: Sostenes Lorenzana Jr., 84 Scout Borromeo St., Corner Quezon Blvd. Ext., Quezon City. WTD in prep.

20231—PHILIPPINES — Skimmed milk powder. American International Dairy Co. Inc. (mfr.), Attn: Sostenes Lorenzana Jr., 84 Scout Borromeo St., Corner Quezon Blvd. Ext., Quezon City. WTD in prep.

Confectionery

20716—PHILIPPINES—Pecan nuts, almond nuts. American International Dairy Co. Inc. (mfr.), Attn: Sostenes Lorenzana Jr., 84 Scout Borromeo St., Corner Blvd. Ext., Quezon City. WTD in prep.

20728—PHILIPPINES — Cocoa powder. American International Dairy Co. Inc. (mfr.), Attn: Sostenes Lorenzana Jr., 84 Scout Borromeo St., Corner Quezon Blvd. Ext., Quezon City. WTD in prep.

Beverage industries

20851—SPAIN—Whiskey, bourbon. Felipe Fuster, S.A. (importer, dist.), Tucuman, 6, Alicante. WTD 1/71.

Broad woven fabric mills, wool

22311—GERMANY—Finished wool yarns. Frey & Co. (dist., agent), 56 Wuppertal-Elberfeld, Hofaue 54. WTD 11/70.

Yarn, thread mills, products

● 22800—BURMA—Five hundredweight pounds white worsted woolen yarn, ¾ ply, for locomotive axle box. Bids must reach Union of Burma Railway Board Chairman before Apr. 4. Copies of tender and specifications available from Office of Textiles, Dept. of Commerce, BDC-686, Washington, D.C. 20230 ★(202-967-5238).

22812 — GERMANY — Finished cotton yarns. Frey & Co. (dist., agent), 56 Wuppertal-Elberfeld, Hofaue 54. WTD 11/70.

Men's, youths', boys' suits, coats, overcoats

23111—LIBYA—Men's suits. Direct purchase & agency. General Overseas Agency (importer, dist., agent), P.O. Box 4199, Tripoli. WTD in prep.

Women's, misses', juniors' outerwear

23351—LIBYA—Women's, misses', juniors' dresses. Direct purchase & agency. General Overseas Agency (importer, dist., agent), P.O. Box 4199, Tripoli. WTD in prep.

Logging camps, logging contractors

24110—GERMANY—Poles, piling. Request prices c.i.f. European ports. Johann Hueser (mfr.), 16 Hochstr., 4351 Polsum. WTD 1/71.

Paper mills

● 26200 — BURMA — Approx. 70 tons printing paper in sheets measuring 17 in. x 27 in., in various colors. Basic weights range from 14 to 30 pounds/ream. Copy of tender with specifications and conditions available from Forest Products, Packaging, Printing & Publishing Div., BDC-625, Rm. 5099B, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-2738). Bid deadline Apr. 4.

26217—LIBYA—Filter paper. Chemicals & Trade Co. (importer, dist.), P.O. Box 3783, Tripoli. WTD in prep.

Converted paper, paperboard products

26413—GERMANY—Labels, self adhesive. Prices c.i.f. European ports. Direct purchase & agency. Gebr. Seuster KG (importer, dist., mfr.), Postfach 37141, 597 Plettenberg-Holthausen. WTD 2/71.

26414—GERMANY—Pressure sensitive tape, masking tape for use in automobile body painting plants. Althaus & Vogt GmbH (importer, dist., agent), 40 Brueckstrasse, 4630 Bochum. WTD 9/70.

26414—GERMANY—Pressure sensitive tape. Direct purchase & agency. Gebr. Seuster KG (importer, dist., mfr.), Postfach 37141, 597 Plettenberg-Holthausen. WTD 2/71.

Industrial chemicals

28151—GERMANY—Cyclic coal tar intermediates, (pyridene and picolene). Harry Jacob, Import-Export (importer, dist., exporter), 24 Niederrheinstrasse, 4 Duesseldorf-Nord. WTD 11/70.

28152—LIBYA — Dyes. Chemicals & Trade Co. (importer, dist.), P.O. Box 3783, Tripoli. WTD in prep.

28199—LIBYA—Chemicals. Chemicals & Trade Co. (importer, dist.), P.O. Box 3783, Tripoli. WTD in prep.

Synthetic materials

28210—TURKEY—High density polyethylene and polyproylene, UV stabilized film grade to be used in woven sacks, each lot to be in minimum quantity of 100 tons, total quantity per annum to be 1,000 tons. Aksa Kol. Sti. (importer), Muhurdarzade Han No. 318, Sirkeci, Istanbul. WTD 2/71.

28213—GERMANY—Polyethylene, polypropylene, polyvinylchloride. Harry Jacob, Import-Export (importer, dist., exporter), 4 Duesseldorf-Nord, Niederrheinstrasse 24. WTD 11/70.

28213 — NETHERLANDS — Synthetic thermoplastic resins. Exclusive rep. D.M. & C. Watering N.V., Attn: E.F.H. van Santen (importer, dist., agent), 400 Herengracht, P.O. Box 3448, Amsterdam. WTD 2/71.

28214 — NETHERLANDS — Thermosetting resins. Exclusive rep. D.M. & C. Watering N.V., Attn: E.F.H. van Santen (importer, dist., agent), 400 Herengracht, P.O. Box 3448, Amsterdam. WTD 2/71.

28231—GERMANY—Acetate yarn. Frey & Co. (dist., agent), 56 Wuppertal-Elberfeld, Hofaue 54. WTD 11/70.

28232—GERMANY—Rayon yarn. Frey & Co. (dist., agent), 56 Wuppertal-Elberfeld, Hofaue 54. WTD 11/70.

28241—GERMANY—Polyamide filament yarn. Frey & Co. (dist., agent), 56 Wuppertal-Elberfeld, Hofaue 54. WTD 11/70.

28242—GERMANY — Polyester filament yarn, polypropylene filament yarn, other manmade fiber yarns. Frey & Co. (dist., agent), 56 Wuppertal-Elberfeld, Hofaue 54. WTD 11/70.

Drugs

28330—SPAIN—Medicinals, botanicals; in bulk. Aceites Esenciales y Derivados S.A., ACEDESA (importer, mfr.), El Palmar, Murcia. WTD 1/71.

Agricultural chemicals

28711 — SPAIN — Fertilizers, especially nitrogenous. Felipe Fuster, S.A. (importer, dist.), Tucuman, 6, Alicante. WTD 1/71.

28712—SPAIN—Mixed fertilizers. Felipe Fuster, S.A. (importer, dist.), Tucuman, 6, Alicante. WTD 1/71.

Chemical products

28993—SPAIN—Essential oils. Aceites Esenciales y Derivados, S.A., ACEDESA (importer, mfr.), El Palmar, Murcia. WTD 1/71.

Petroleum refining

29110 — GERMANY — Petroleum coke. Harry Jacob, Import-Export (importer, dist., exporter), 24 Niederrheinstrasse, 4 Duesseldorf-Nord. WTD 11/70.

Fabricated rubber products

● 30600—INDIA — Hard rubber sheets, size 900 x 600 x 13 mm; color black; quantity, 10 metric tons. Tender No. ES10/202/30/160/Cel-1487; bid deadline 10 a.m., Apr. 21. The Director, General Office Supplies & Disposals, Government of India, New Delhi. Copy of specification available from Rubber Program, BDC, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-3381). A review copy will be available at the Commerce Field Office, 11444 Federal Office Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

30691 — GERMANY — Conveyor belts; rubber, with cotton or synthetic tissue inlets. Julius Roller & Co., Attn: R. Mannel (importer, dist.), 2 Hamburg 36, Markusstr. 7. WTD in prep.

30692 — GERMANY — Rubber hoses for household and industrial use; for gas, steam, air, water, chem. solutions, petrol. Julius Roller & Co., Attn: R. Mannel (importer, dist.), 2 Hamburg 36, Markusstr. 7. WTD in prep.

30693—TAIWAN—Sponge rubber, slabs, for making stamps, size 495 mm x 410 mm x 3 mm. Cosmopolitan Industries Corp. (importer, agent), 6-1, Lane 65, Lin-Yi St., Taipei. WTD 7/70.

Plastic products

30793—GERMANY—Laminated plastics. Prices c.i.f. European ports. UOP Bisterfeld & Stolting GmbH (importer, dist., mfr.), 5891 Egerpohl ueber Wipperfuerth. WTD 2/71.

30795—GERMANY — Parts, components for office machines, equipment. Prices c.i.f. European ports. Stroeher & Erdmann (dist., retailer), 9 Adenauer-Platz, 4 Duesseldorf. WTD 2/71.

Glass, glassware

32210—SPAIN—Containers, glass. Vidriera del Norte, S.A. (importer, mfr.), Apartado 299, Burgos. WTD 12/70.

32294 — MEXICO — Non-corrosive glass sheets to make microscope slides. Casa Mavilba, S. de R. L. de C. V. (importer, dist., agent), Jesus Teran No. 5-A. WTD 9/70.

Pottery, related products

32690 — FRANCE — Florists' articles. S.N.C. Gerard Descamps & Cie (import-

er, dist.), 216, rue Winco Chocqueel, 59-Tourcoing. WTD 3/70.

Asbestos, nonmetallic products

32932—GERMANY—All types of gaskets. Julius Roller & Co., Attn: R. Mannel (importer, dist.), 2 Hamburg 36, Markusstr. 7. WTD in prep.

32933—GERMANY—Asbestos packings. Julius Roller & Co., Attn: R. Mannel (importer, dist.), 2 Hamburg 36, Markusstr. 7. WTD in prep.

Steel mill products

● 33100—BURMA—104 steel sheet piles, 30 foot Larssen section 1B or equivalent, 23.95 lb. per foot, to B.S. 15/1961 grade 1. Bid deadline Apr. 8; Tender No. 916/30 (t) CONST/IRR/70-71. Union of Burma, Irrigation Dept., Strand Rd., Rangoon. Copies of tender documents available from Iron & Steel Industry Operations, BDC, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4412).

● 33100—KOREA—3,627 metric tons deformed steel bars to Korean Industrial Standards D-3504 SBD 24 or better. Bid deadline, Apr. 15; Tender No. IBRD/L-71014-PII. Office of Supply, Republic of Korea, Seoul. Copies of tender documents available from Iron & Steel Industry Operations, BDC, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4412).

33120—PAKISTAN — Galvanized plain, corrugated and M. S. sheets, 8-ft. x 4-ft. different gauges; galvanized and M. S. black pipes, 4-in., 5-in., and 6-in., dia.; M. S. billets, rerolling quality SAE 1025/1030, size, 2-in. x 2-in. and 2½-in. x 2½-in. Malik Mohammad Din & Sons, Ltd. (importer, mfr.), 43 Shahrah-e-Quaid-e-Azam, Lahore. WTD 3/71.

33120—PAKISTAN — Mild steel billets, sheets, plates, etc. Pak Elektron Ltd. (importer, mfr.), Ferozepur Rd., P.O. Box 524, Lahore. WTD 2/71.

Primary smelting, refining of nonferrous metals

33323—FINLAND—Soldering agent corresponding to the following characteristics: melting point 644-788°F, minimum tension strength 140 lb/sq.in., minimum thermal conductivity 116 BTV/ft.°C; to be used as copper to copper solder. Customer wants to be informed if the solder needs special methods or flux. Trial order about 0.5 kg., plus flux if needed; final order to be about 60 kg. Delivery in two shipments. Oy Stromberg Ab, Mr. Pekkarinen, Purchasing Dept. (mfr.), P.O. Box 10118, Helsinki 10. WTD in prep.

Rolling, drawing, extruding of nonferrous metals

● 33500 — INDIA — Supply of eureka wires enamelled double silk covering, 425 kgs. Tender No. E S 10/202/30/047/Cell-881; bid deadline Apr. 27. Contact Director General, Supplies & Disposals, Parliament St., New Delhi. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

33512 — PAKISTAN — Copper sheets, strips. Pak Elektron Ltd. (importer, mfr.), Ferozepur Rd., P.O. Box 524, Lahore. WTD 2/71.

33527—PAKISTAN—Aluminum ingots. Pak Elektron Ltd. (importer, mfr.), Ferozepur Rd., P.O. Box 524, Lahore. WTD 2/71.

33572—PAKISTAN — Copper wire. Pak Elektron Ltd. (imp., mfr.), Ferozepur Rd., P.O. Box 524, Lahore. WTD 2/71.

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

34618—JAMAICA — Garbage containers: 60 one cu yd.; 30 two cu. yd.; 9 four cu. yd. for garbage disposal project. Kingston & St. Andrew Corp., Attn: Eli Matalon (imp.), 24 Church St., Kingston.

35540—ISRAEL — Paper converting machinery for manufacture of: toilet paper, of tissue and crepe, well perforated, for rollers size 1.60 meter, to produce two tons daily; paper towels, diapers, hospital pads; paper napkins and face tissues. Machines can be new, used or rebuilt. Offers/catalogs requested airmail. Kibbutz Amir-Rex (dist., mfr.), Doar Na Hagalil Ha'Elion (Upper Galilee). Attn: Shlomo Halevy. WTD in prep.

35852 — YUGOSLAVIA — Small room air conditioners. Exclusive agency. UNIKOMERC, Attn: D. Pasinovic (agent), Amruseva 10, Zagreb. Telex: YU UNIKM 21187. WTD in prep.

36930—NEW ZEALAND — X-ray, radiological, cardiac monitoring units, equipment. Exclusive agency. Medical & Scientific Div., Fletcher Steel & Engineering Co. Ltd., M. Beckhingham, Mgr. (importer, dist.), Fletcher House, Great South Rd., Penrose, Auckland.6. Postal address: Private Bag, Penrose, Auckland 6. WTD 3/71.

37130—JAMAICA—Six mechanical suction sweepers for garbage disposal project. Quotations c.i.f. Kingston. Kingston & St. Andrew Corp., Attn: Eli Matalon (importer), 24 Church St., Kingston.

38216—NEW ZEALAND—Measuring, controlling instruments for application to air, water pollution research, control. Exclusive agency. Medical & Scientific Div., Fletcher Steel & Engineering Co. Ltd., M. Beckingham, Mgr. (importer, dist.), Fletcher House, Great South Rd., Penrose, Auckland.6. Postal address: Private Bag, Penrose, Auckland 6. WTD 3/71.

Hand tools, general hardware

34231—GERMANY—Wrenches, such as sockets, flat sockets, adjustable sockets; all other sockets; screw drivers; automobile jacks, mechanical, other mechanic hand-service tools. Heyco-Werk, Heynen & Co. KG (mfr.), 563 Remscheid, Birgdem III. WTD 1/71.

34233 — FRANCE — Woodworking head tools. Outils Gerard (importer, dist.), 27 Cours de Vincennes, 75-Paris 20e. WTD in prep.

34233 — GERMANY — Soldering equipment, accessories. Direct purchase or agency. Klaus Schlitt Loettechnik (dist., mfr.), 6000 Frankfurt, Konstanzerstr. 73. WTD 2/71.

34293—SPAIN—Bottles; vacuum, insulated. Vidriera del Norte, S.A. (importer, mfr.), Apartado 299, Burgos. WTD 12/70.

Fabricated structural metal products

34443 — ITALY — Grills, diffusers, other parts for air conditioning installations. Ultra S.r.l. (importer, dist.), Via Livia Drusilla 33, 00175, Rome. WTD 12/70.

Screw machine products

34521—ITALY—Self-drilling screws for assembling air conditioning ducts. Ultra S.r.l. (importer, dist.), Via Livia Drusilla 33, 00175, Rome. WTD 12/70.

Metal stampings

● 34600—CEYLON — Chairman, Tender Board, Ministry of Finance, issued tender for 275,000 gross tamper proof and pilfer proof aluminum stoppers (closures). Ref. No. COM/TEN/71/6; bid deadline Apr. 19. Copies of specs and conditions available from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008.

34616—GERMANY—Tin-plated & aluminum closure caps for preserve glasses. Joh. Moritz Rump (mfr., exp.), 599 Altena/Westf., Rahmedestr. 33/35. WTD 11/70.

Fabricated wire products

34810 — FRANCE — Florists' designs, made from purchased wire. S.N.C. Gerard Descamps & Cie (imp., dist.), 216, rue Winoc Chocqueel, 59-Tourcoing. WTD 3/70.

Farm machinery

35223 — VENEZUELA — Grain seeding machinery. Direct purchase & agency. Correspond in Spanish. Sociedad de Agricultores de Canamelar de Lara y Yaracuy C.A. (Sacly) (dist., agent), Carrera 22, esquina calle 24, no. 23-110, Barquisimeto, Estado Lara. WTD 3/71.

35226—VENEZUELA—Hay cutters. Direct purchase & agency. Correspondence requested in Spanish. Sociedad de Agricultores de Canamelar de Lara y Yaracuy C.A. (Sacly) (dist., agent), Carrera 22, esquina calle 24, no. 23-110, Barquisimeto, Estado Lara. WTD 3/71.

Construction, mining, materials handling machinery, equipment

35313—PHILIPPINES — Parts, accessories for crawler-type tractors, including undercarriage parts. Ideal Diesel Parts Supply (importer, dist.), 422 Rizal Ave. Extension, Caloocan City. WTD in prep.

35319—GERMANY—Hydraulic construction machinery. Wilhelm Schaefer (importer, dist., agent), 6148 Heppenheim, Darmstadter Str. 95. WTD 2/71.

35320—SPAIN—Mining machinery. Vegarada, S.A. (importer, dist.), Guzman el Bueno, 121, Madrid (3). WTD 1/71.

35330—SPAIN—Oilfield Machinery. Vegarada, S.A. (importer, dist.), Guzman el Bueno, 121, Madrid (3). WTD 1/71.

Metalworking machinery

● 35400 — INDIA — Gear hobbing machine. Tender No. 909/03-2/293; bid deadline Apr. 12. Global procurement. Deputy Controller of Stores, Diesel Locomotive Works, Varanasi, U.P. Copies of tender documents available from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● **35400—KOREA** — Metalworking machinery, including five gap lathes, horizontal miller, shaper, drill, two angle grinders, two rotary grinders, one air drill, two jolt squeeze striper molding machines, two table type shot blast cabinets, four chipping and calking hammers, six sand rammers, permeability tester, tension hardness tester, carbon equivalent detector and strip-chart recorder. Tender No. MIB-ADB-71; bid deadline Apr. 2. Technical Services Dept., The Medium Industry Bank (MIB) 36, 2-ka, Ulchi-ro Chung-ku, Seoul. Copies of tender documents available from Metalworking Operations, BDC-649, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-5652). A review conv will be available at the Department Field Office, 11444 Federal Office Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **35400—SOUTH AFRICA**—Coke ovens and associated equipment. Tender No. N15; bid deadline Apr. 30. The Head, Capital Buying, South African Iron & Steel Industrial Corp. (ISCOR), P.O. Box 450, Pretoria, Transvaal. Copies of specifications are available from ISCOR headquarters for a deposit of $140, refunded on receipt of a bona fide tender.

35423 — NETHERLANDS — Pneumatic riveting machines, spot nailing equipment. Exclusive rep. Grasso Perslucht Amsterdam, Attn: C.Th. de Boer (importer, dist., mfr.), Burg. Roellstraat 10, Amsterdam. WTD in prep.

35442 — GERMANY — Industrial molds, made of material other than metal. Prices c.i.f. European ports. UOP Bisterfeld & Stolting GmbH (importer, dist., mfr.), 5891 Egerpohl ueber Wipperfuerth. WTD 2/71.

35482—FRANCE — Woodworking power tools. Outils Gerard (importer, dist.), 20 Cours de Vincennes, 75-Paris 20e. WTD in prep.

Special industry machinery

● **35500 — GREECE** — Construction and 30-year operation of pulp and wood products plant in Eastern Macedonia, with an annual capacity of 6 million cubic feet. Bid deadline May 15. Ministry of Commerce, General Directorate of Forestry, 22 Menandrou St., Athens.

35512—ISRAEL — Machine for forming bagels/pretzels. Alfred Groner (bakery), c/o Rossoff, Brazzaville #1, Apt. 10, Holon. WTD in prep.

35531 — FRANCE — Woodworking machines. Outils Gerard (importer, dist.), 27 Cours de Vincennes, 75-Paris 20e. WTD in prep.

35531 — SOUTH AFRICA — Tungsten carbide tipped routing bits, for use in high speed woodworking routers, ¼" to ½", with shank diameter of ½", double flute type for concentric routers. Gelmar (Pty.) Ltd. (importer, agent), P.O. Box 2753, Durban. WTD 2/71.

35540 — GERMANY — Paper industries machinery, such as pulpmill machinery; papermill machinery; paper and paperboard converting equipment. Direct purchase & agency. Wekama, Martin Graebner & Co. KG. (dist., agent), 3 Paul-Schwarze-Strasse, 4801 Quelle near Bielefeld. WTD 11/70.

35591—ITALY—Complete plant for production of liquid oxygen, nitrogen. Production capacity estimated at 800/100 liters per hour; purity: oxygen, 99.7%, nitrogen, 99.5%. Percentage of production of pure nitrogen 10 p.p.m. New or preferably used plant desired. I.S.O., Industria Siciliana Ossigeno. (dist., mfr., agent), Via Cantieri 92, 90142 Palermo. WTD 2/71.

35594 — PORTUGAL — Complete line of machinery and know-how for production of 1.2-1.3 density resin rubber sheeting and 0.9-1.0 density semi-expanded resin rubber. Potential manufacturing capacity approximately 60 tons per month desired. Supplier should be responsible for complete installation and startup. Sociedade de Maquinas e Materiais, Lda. (importer, dist., agent), P.O. Box 49, Vila Nova de Gaia. WTD in prep.

35595—MEXICO—Machine for manufacture of fiber glass serving trays for restaurants, hotels, hospitals, etc. Interamericana de Productos de Plastico Reforzado, S.A. (importer), San Luis Sur 1020, Colonia Independencia, Monterrey, N.L. WTD in prep.

35595 — PAKISTAN — Machinery for manufacture of bicycle tire beadwire rings. Paktyres Ltd. (mfr.), Fatullah, G.P.O. Box 166, Dacca, East Pakistan. WTD in prep.

35595—SPAIN—Petroleum refinery machinery, equipment, incl. parts. Vegarada, S.A. (importer, dist.), Guzman el Bueno, 121, Madrid (3). WTD 1/71.

General industrial machinery

35614 — NETHERLANDS — Rotary air compressors of 120 p.s.i.; rotary blowers of up to 30 p.s.i.; rotary vacuum pumps, capacity 60-95% vacuum. Exclusive rep. Grasso Perslucht Amsterdam, Attn: C.Th. de Boer (importer, dist., mfr.), Burg. Roellstraat 10, Amsterdam. WTD in prep.

Computing, accounting machines

35730—GERMANY—Any type of data processing supplies, accessories, other than data processing machines. Direct purchase & agency. Werner Nagel. (dist., agent), D-7000 Stuttgart 60, Struempfelbacher Strasse 45. WTD 3/71.

35731—GERMANY — Data processing machinery. Prices. c.i.f. European ports. Stroeher & Erdmann, (dist., retailer), 9 Adenauer-Platz, 4 Duesseldorf. WTD 2/71.

35760—PHILIPPINES—Two units, platform weighers, 10 to 20-ton capacity. El Buen Asenso (importer, dist., exporter), 67 Federico St., Northbay Subdivision, Navotas, Rizal. WTD in prep.

Service industry machines

35811—GERMANY—All kinds of coin-operated merchandising machines. Christian E. Petersen & Co., Attn: Miss Petrat (importer, dist., agent), 2 Hamburg 1, Pelzerstr. 2. WTD in prep.

35852—SOUTH AFRICA—Room air conditioners, 220 volts A.C., 50 cycle. Hydrodyne (Pty.) Ltd. (importer, dist.), P.O. Box 3774, Windhoek. WTD 1/71.

35854 — PHILIPPINES — Compressors, compressor units of following ratings: 1 hp, 1½ hp, 2 hp. Aircon Inc. (mfr.), Attn: Eduardo Vaca, Km. 14 S. Super Highway, Paranaque, Rizal. WTD 4/70.

35890 — FRANCE — Food service equipment; self-leveling dispensers. Guglielmoni (importer, mfr.), 89-91, rue Cartier Bresson, 93–Pantin. WTD 10/70.

Electric transmission, distribution equipment

● **36100—KOREA**—Supply of precision watt-hour meter, 3-phase, A.C., 60 cycles, outdoor use, weatherproof, wall mounting type; also instrument transformer, outdoor use, single phase, oil immersed tank type. Tender No. SLC-71017-PIII; bid deadline Apr. 2. Office of Supply, Government of the Republic of Korea, Seoul. Terms and specifications available on loan from the Business & Scientific Equip. Div., BDC-653, Dept. of Commerce, Washington, D.C. 20230 ★ (202-967-2939).

● **36100—NEW ZEALAND**—Supply and delivery one 100 MVA 220.110/33 KV transformer bank consisting of four 16.666 MVA 110 19.05 KV, reconnectable to 33.333 MVA 220/19.05 KV, 1-phase two winding transformers, plus spares, accessories. Tender No. 560; bid deadline Apr. 20. Secretary, Tenders Committee, New Zealand Electricity Dept., P.O. Box 12144, Wellington North. Specifications available from Power & Electrical Equip. Div., Department of Commerce, BDC, Rm. 5886-C, Washington, D.C. 20230 ★ (202-967-4241).

● Supply and deliver two 20 MVA 220/33 KV, 3-phase transformers, plus spares, accessories. Tender No. 561; bid deadline May 4. Secretary, Tenders Committee, New Zealand Electricity Dept., P.O. 12144, Wellington North. Specifications available from Power & Electrical Equip. Div., BDC, Rm. 5886-C, Dept. of Commerce, Washington, D.C. 20230 ★ (202-967-4241).

● Supply and delivery one 50 MVA 110/33 KV Transformer bank, consisting of three 16.666 MVA 110/19.05 KV 1-phase, 2 winding transformers, plus spares, auxiliary equipment. Tender No. 562; bid deadline May 11. The Secretary, Tenders Committee, New Zealand Electricity Dept., P.O. Box 12144, Wellington North. Specifications available from Power & Electrical Equip. Div., Dept. of Commerce, BDC, Rm. 5886-C, Washington, D.C. 20230 ★ (202-967-4241).

● **36100—ZAMBIA**—Supply and delivery ten 100 KVA, diesel generators plus accessories, spares. Tender No. 3/71; bid deadline Apr. 5. Only goods manufactured in a World Bank member country and Switzerland will be acceptable. Project Unit, Zambia World Bank Education Project, A.F.E. House, Freedom Way, Luska. Specifications available from Power & Electrical Equip. Div., Dept. of Commerce, BDC, Rm. 5886-C, Washington, D.C. 20230 ★ (202-967-4241).

Electrical industrial apparatus

36212 — SOUTH AFRICA — Generator sets up to 30 KVA. Hydrodyne (Pty.) Ltd. (importer, dist.), P.O. Box 3774, Windhoek. WTD 1/71.

36220 — CANADA — Armature relays, electromagnetic clutches and brakes, electronic gauging and inspection apparatus (except portable), electronic timing devices, electric positioning controls, electric power relays. Direct purchase & agency. Electrodesign Ltd. (importer, dist., agent), 840 Lafleur, Ville LaSalle 650, Quebec. WTD 9/70.

Electrical lighting, wiring equipment

● **36400 — THAILAND** — Supply 11,000 sets of insulators, suspension ball and socket type complete with non-ferrous cotter-pin. Tender No. MEA-PSD-227; bid deadline Apr. 12. Purchase & Stores Dept., Electricity Authority, 121 Chakraphet Rd., Bangkok, 2. Specifications

available from Power & Electrical Equip. Div., Dept. of Commerce, BDC, Rm. 5886-C, Washington, D.C. 20230 ★ (202-967-4241).

36424 — ITALY — Nautical instruments and fixtures such as lights, horns for pleasure boats. Barracuda Sport (importer, agent, retailer), Via Flavia 3/A, 00187 Rome. WTD 2/71.

Communication equipment

36621 — NETHERLANDS — High frequency or inductive paging systems with superheterodyne receivers, preferably with separate speak-back facilities; nurse call systems. Exclusive rep. for Benelux countries, Western Europe. N.V. Handelsvennootschap v/h Maintz & Co., Attn: A. H. Kriegsman (importer, dist.), 369 Keizersgracht, Amsterdam. WTD 2/71.

36623 — FRANCE — Electronic/electric surveillance equipment such as pilferage detectors, burglar detection equipment, law enforcement equipment. Descriptive literature, price lists requested. Correspondence requested in French. Tele Radio Service (importer, dist., agent), 5 rue Combes Demons, 17 Royan. WTD 2/71.

36623—NETHERLANDS — UHF transceivers of 470 Ms/s, similar intercom systems; fire alarm systems with ionization detectors. Exclusive rep. for Benelux countries, Western Europe. N.V. Handelsvennootschap v/h Maintz & Co., Attn: A. H. Kriegsman (importer, dist.), 369 Keizersgracht, Amsterdam. WTD 2/71.

36626 — SPAIN — Geophysical electronic instruments. Vegarada S.A. (importer, dist.), Guzman el Bueno, 121, Madrid (3). WTD 1/71.

Electronic components, accessories

36790—GERMANY — Electronic components incl. resistors, condensors, flug connections, relays, switches, etc. Prices c.i.f. European ports. Direct purchase & agency. Hansgeorg Schukat (importer, mfr.), 27 Krischer Strasse, 4019 Monheim/Rhld. WTD 2/71.

36795 — NETHERLANDS — Electronic components. Nijkerk's Handelsonderneming N.V., Attn: A. F. M. van der Sanden (importer, dist., agent), 7 Drentestraat, P.O. Box 7920, Amsterdam-Buitenveldert. WTD 2/71.

Electrical machinery, equipment

● **36900—IRAN**—Supply of 3000 dry cells, 1.5 volts, large capacity about 90 amp./hr.; approximate dimensions 65x 65x160 mm.; charge current abt. 100 amp. Tender No. 12/49; bid deadline Apr. 10. Purchasing Dept., Iranian State Railways, Tehran. Bidders should contact Iranian Economic Mission, 5530 Wisconsin Ave., NW., Washington, D.C. 20015 (301-654-7930). A copy of tender with specifications and conditions is available for review from the Consumer Products & Services Div., BDC, Washington, D.C. 20230 ★(202-967-5345).

36930—ITALY—X-ray machine components: thermoregulators sensibility ± 0.6° C for chemical baths, complete with feeler; centrifugal pumps, built with pvc for photographic acid; metering pumps; reduction gear motors; electric fan motors; miniaturized thermic protectors; timers; relays; signaling lamps; commutator switches, selectors, in-put terminals, connectors; speed variators. L'Accessorio Radiografico, S.p.A. (mfr.) Via Mozart 47, 20093 Cologno Monzese (Milan). WTD in prep.

Motor vehicles, equipment

37141 — PHILIPPINES — Automotive spare parts. LC Battery & Parts Supply, Inc. (imp., dist.), 330 A-B Quezon Blvd. Extension, Quezon City. WTD in prep.

37141 — SPAIN — Parts, accessories for motor vehicles. Amadeo Marti Carbonell, S.L. (imp.) Carretera Villavieja 29-31, Nules Castellon de la Plana. WTD 1/71.

37141 — SPAIN — Parts, accessories for motor vehicles, especially novelty accessories. J. F. Garcia Cabrera (Auto Trebol) (importer, dist.), Ramon y Cajal, 25-27, Santa Cruz de Tenerife. WTD 1/71.

Ship building, repairing

37310—JAMAICA—Gulf shrimp trawler; snapper boat; second-hand. Specifications: 50'-80', steel or wooden hull with echo sounders, Loran, radio-telephone, automatic pilot, snapper reels. Ministry of Agriculture & Fisheries, Allan Kirton, Fisheries Officer, P.O. Box 470, Kingston.

Motorcycles, bicycles, parts

37510—PAKISTAN — Bicycle tire beadwire rings 1994 mm. circumference, copper coated. Paktyres Ltd. (mfr.), Fatullah, G.P.O. Box 166, Dacca, East Pakistan. WTD in prep.

Engineering, laboratory, scientific, research instruments

38112 — CANADA — Bacteriological instruments and apparatus, dust sampling and analysis equipment, environmental testing equipment, laser scientific and engineering instruments; physics laboratory apparatus, instruments; standards and calibrating instruments; time interval measuring and time measuring, counting equipment. Direct purchase & agency. Electrodesign Ltd. (importer, dist., agent), 840 Lafleur, Ville LaSalle 650, Quebec. WTD 9/70.

38112—LIBYA—Laboratory equipment. Chemicals & Trade Co. (importer, dist.), P.O. Box 3783, Tripoli. WTD in prep.

Instruments for measuring, controlling, indicating physical characteristics

38213 — CANADA — Accelerators, dynamometers, pyrometers, viscosimeters, gauges for measuring pressure, flow, liquid level, humidity, density, acidity, alkalinity, combustion, etc., kinametic test and measuring equipment, physical properties testing and inspection equipment, pressure transducers, ultrasonic testing equipment; photogrammetry equipment, photopitometers. Direct purchase & agency. Electrodesign Ltd. (importer, dist., agent), 840 Lafleur, Ville LaSalle 650, Quebec. WTD 9/70.

38216—CANADA — Geiger meters, nuclear radiation count rate meters, nuclear radiation detection, monitoring instruments. Direct purchase & agency. Electrodesign Ltd. (importer, dist., agent), 840 Lafleur, Ville LaSalle 650, Quebec, WTD 9/70.

Surgical, medical instruments

● **38400—BRAZIL**—Invitations to bid invited to equip Sao Paulo Military Police Hospital. Bid deadline April 14. Specifications available for $40 per set from the Policia Milita De Sao Paulo, Servicio Farmaceutico, Rua Jorge Miranda 658, Sao Paulo.

● **38400—NIGERIA**—The Government of Kwara State of Nigeria has issued invitations to bid for the supply of hospital equipment for 4 hospitals being built at Omu-Aran, Dekina, Ankpa and Lafiagi. Tender No. Contract KW. S.T.B. 86/1970-71; bid deadline May 31. Invited by The Secretary, Kwara State Tenders Board, Ministry of Finance, Ilorin, Kwara State. Tender documents available from the Permanent Secretary, Ministry of Health & Social Welfare, Ilorin, Kwara State.

38410 — GERMANY — Operating tables. Prices c.i.f. European ports. Stollenwerk Fabrik fuer Sanitaetsausruestungen Hans Stollenwerk (mfr., exporter), 197 Dellbruecker Hauptstrasse, 5 Koeln-Dellbrueck (80). WTD 12/70.

38420 — GERMANY — Stretcher-bearers. Prices c.i.f. European ports. Stollenwerk Fabrik fuer Sanitaetsausruestungen Hans Stollenwerk (mfr., exporter), 197 Dellbruecker Hauptstrasse, 5 Koeln-Dellbrueck (80). WTD 12/70.

38421—GERMANY—Equipment for ambulances, infusion and extension apparatus, equipment for army medical service. Prices c.i.f. European ports. Stollenwerk Fabrik fuer Sanitaetsausruestungen Hans Stollenwerk (mfr., exporter), 197 Dellbruecker Hauptstrasse, 5 Koeln-Dellbrueck (80). WTD 12/70.

38423—GERMANY—Personal industrial safety devices such as masks, helmets, clothing, gloves. Julius Roller & Co., Attn: R. Mannel. (importer, dist.), 2 Hamburg 36, Markusstr. 7. WTD in prep.

Photographic equipment, supplies

38617—LIBYA—Sensitized photo paper. Chemicals & Trade Co. (importer, dist.), P.O. Box 3783, Tripoli. WTD in prep.

Toys, amusement, sporting goods

39493 — ITALY — Underwater sports equipment. Barracuda Sport (importer, agent, retailer), Via Flavia 3/A, 00187 Rome. WTD 2/71.

Novelties, buttons, notions

39642—GERMANY—Aluminum crochet hooks, knitting pins, netting rods, carpet needles and hooks; rods for Smyrna technique; sewing implements. Joh. Moritz Rump (mfr., exporter), 599 Altena/Westf., Rahmedestr. 33/35. WTD 11/70.

Manufacturing industries

39999—SPAIN—Lithographic prints, reproductions of paintings by famous American artists, preferably of American scenes. Jose Mora Beneyto (Artessans) (importer, dist.), Pintor Aparicio, 28, Alicante. WTD 1/71.

Wholesalers

50993—PHILIPPINES—Old newspapers, 100 tons per order to be used for research. El Buen Asenso (importer, dist., exporter), 67 Federico St., Northbay Subdivision, Navotas, Rizal. WTD in prep.

Motor vehicles, used

55210 — LEBANON — Used passenger cars from 1 to 5 years old. Ets. Achille G. Calliondji (importer, dist.), P.O. Box 910, Beirut. WTD 2/71.

Motion picture production, distribution

78130—LIBYA—Recreational motion picture films, 16 mm short and long films. Jaouni's Agency (importer, dist.), Sciara Mizda, P.O. Box 235, Tripoli. WTD in prep.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Clay, ceramic, refractory materials

14550—PHILIPPINES—China clay. Ricton Import-Export Corp. (agent), Suite 506, Federation Center Bldg., Muelle de Binondo, P.O. Box 197, Manila. WTD in prep.

Meat products

20110 — FRANCE — Frozen meat products. Feir (importer, dist., mfr.), 145, Ave. Malakoff, 75-Paris 16e. WTD in prep.

Canning, preserving foods

20310—SPAIN—Canned, cured sea foods. Antonio Dominguez Fleitas (agent), Pio XII, 62, Las Palmas de Gran Canaria. WTD 1/71.

20330 — SPAIN — Canned fruits, vegetables. Antonio Dominguez Fleitas (agent), Pio XII, 62, Las Palmas de Gran Canaria. WTD 1/71.

20361—FRANCE—Frozen packaged fish, other seafood. Feir (importer, dist., mfr.), 145, Ave. Malakoff, 75-Paris 16e. WTD in prep.

Grain mill products

20440—FRENCH WEST INDIES—Rice in 50 kilo bags. Emilio Bourreau (agent), Boite Postale 265, Pointe-a-Pitre, Guadeloupe. WTD 5/70.

20460 — KOREA — Corn cake: protein, 50%; fiber, 3.5%. Estimated annual requirement 1,400 M/T. Brochures, quotations requested. Junhan Corp. (dist., agent), I.P.O. Box 3183, Seoul. WTD in prep.

Bakery products

20521—FRENCH WEST INDIES—Biscuits/crackers (saltine-type). Emilio Bourreau (agent), Boite Postale 265, Pointe-a-Pitre, Guadeloupe. WTD 5/70.

Food preparations

20922—KOREA—Soybean cake: protein, 50%; fiber, 3.5% Est. annual requirement 1,400 M/T. Brochures, quotations requested. Junhan Corp. (dist., agent), I.P.O. Box 3183, Seoul. WTD in prep.

Textile goods

22953—NETHERLANDS—Light weight cotton fabrics for men's suits. Hatimex (agent), Jul. van Stolberglaan 456, The Hague. WTD in prep.

Men's, boys' furnishings

23290 — FRANCE — Men's, boys' riding clothes, western style; related accessories. ACCELA (importer, dist.), 16, rue d'Athenes, 75-Paris 9e. WTD in prep.

Fabricated textile products

23990—FRANCE—Western style saddle cloths. ACCELA (importer, dist.), 16, rue d'Athenes, 75-Paris 9e. WTD in prep.

Paper mills

26218—KENYA—Duplex board, packaging paper. Handl & Co. Ltd. (dist., agent), Kenyatta Ave., P.O. Box 191 Nairobi. WTD 2/71.

Converted paper, paperboard products

26411—KENYA—Printing paper, allied products. Handl & Co. Ltd. (dist., agent), Kenyatta Ave., P.O. Box 191, Nairobi. WTD 2/71.

26420—GERMANY—All kinds of envelopes. Exclusive agency. KAROPA-Briefumschlagfabrik GmbH & Co. KG (dist., mfr.), 85 Nienkamp, 44 Muenster. WTD 1/71.

26451—GERMANY—Office supplies. Exclusive agency. KAROPA-Briefumschlagfabrik GmbH & Co. KG. (dist., mfr.), 85 Nienkamp, 44 Muenster. WTD 1/71.

26491 — KENYA — Stationery, sundries. Handl & Co. Ltd. (dist., agent), Kenyatta Ave., P.O. Box 191, Nairobi. WTD 2/71.

Periodicals: publishing, printing

27215—GERMANY—All kinds of magazines. August Baader (retailer), 44 Muenster, Drubbel 19. WTD 12/70.

Books

27315—GERMANY—All kinds of books. August Baader (retailer), 44 Muenster, Drubbel 19. WTD 12/70.

Industrial chemicals

28180 — PHILIPPINES — Solvents, reagents. Ricton Import-Export Corp. (agent), Suite 506, Federation Center Bldg., Muelle de Binondo, P.O. Box 197, Manila. WTD in prep.

28181 — PAKISTAN — Textile chemicals. Requests catalogs, quotations c&f, Karachi. Rana Saleem & Co. (agent), 306 Lawyers Chamber, Opp. Light House Cinema, M.A. Jinnah Road, Karachi. WTD in prep.

28185—KOREA—Reagent grade organic chemicals. Brochures, quotations requested. Junhan Corp. (dist., agent), I.P.O. Box 3183, Seoul. WTD in prep.

28190 — PHILIPPINES — Carbon, activated, for sugar industry. Islandex (agent), Attn: Clem Llenado, P.O. Box 2230, Manila. WTD in prep.

28190 — PHILIPPINES — Laboratory chemicals. Ricton Import-Export Corp. (agent), Suite 506, Federation Center Bldg., Muelle de Binondo, P.O. Box 197, Manila. WTD in prep.

28192—SOUTH AFRICA—Seventy percent available granular calcium hypochlorite (chlorine), for use in swimming pools. Edward Woodhams (Pty.) Ltd. (importer, dist., agent), P.O. Box 57, Durban. WTD 2/71.

Synthetic materials

28210—PHILIPPINES — Plastic materials. Ricton Import-Export Corp. (agent), Suite 506, Federation Center Bldg., Muelle de Binondo, P.O. Box 197, Manila. WTD in prep.

28211 — PAKISTAN — PVC sheets. Requests catalogs, quotations, c&f, Karachi. Paragon Agencies (agent), G. K-4/6 Sirinwala Bldg., Kassim St., Karachi-2. WTD in prep.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28445—FRANCE—Bath oils, salts; bath lotions; deodorants; after-shaves; mouth sprays, washes; anti-solar products. Exclusive agency. FONTAREL (dist., mfr.), 12, rue de Berri, 75-Paris 8e. WTD in prep.

Chemical products

28993 — GERMANY — Metal treating compounds Hans Wagner GmbH & Co., KG (importer, dist., agent), 6251 Dietkirchen, Lubentiusstr. 3. WTD 2/71.

Petroleum refining

29110—KOREA—Paraffin wax. Estimated annual requirement 1,800 M/T. Brochures, quotations requested. Junhan Corp. (dist., agent), I.P.O. Box 3183, Seoul. WTD in prep.

Products of petroleum, coal

29920—GERMANY — Special lubricants, compounds for machine tools, construction equipment. Hans Wagner GmbH & Co. KG (importer, dist., agent), 6251 Dietkirchen, Lubentiusstr. 3. WTD 2/71.

Fabricated rubber products

30695 — GERMANY — Rubber boats. NORDSUED Nuernberger Bund Grosseinkaufsverband eGmbH (dist., cooperative), 43 Essen, Schuermannstrasse 30. WTD 1/71.

Plastic products

30790 — PAKISTAN — PVC tiles. Requests catalogs, quotations, c&f, Karachi. Industries & Trades (Pakistan) (agent), P.O. Box 7455, Mariumbai Bldg., Mansfield St., Saddar, Karachi-3. WTD in prep.

30796—NETHERLANDS—Plastic, other synthetic construction materials, including windows, doors, frames, partitions, etc. Exclusive rep. H. Veenstra N.V., Attn: H. Veenstra (importer, dist., agent), Herestreek 5, Bedum. WTD in prep.

Leather goods

31990—FRANCE — Western style saddles, parts. ACCELA (imp., dist.), 16, rue d'Athenes, 75-Paris 9e. WTD in prep.

Steel mill products

33120—ISRAEL—High quality steel for forgings, castings (ferrous). Exclusive agency. Dov Shomroni (importer, dist./wholesale, agent), 16 Sharett St., Tel Aviv. WTD in prep.

33120 — ISRAEL — Special steel, high heat-resistant for aircraft industry for production of rod, wire, nail, screws. Exclusive agency. Salvalum Ltd. (importer, dist., agent), 24 Nahlat Benjamin St., P.O. Box 29257, Tel Aviv. Cable address: CHEMCORP Tel Aviv. WTD in prep.

33131 — PAKISTAN — Ferromanganese, 75% to 78%, 3-in. to 8-in. Eastern Echo (importer, dist., agent), 85 Shahrah-e-Quaid-e-Azam, Lahore. WTD 2/71.

33133—PAKISTAN — Ferrosilicon, 75% to 78%, 3-in. to 8-in. Eastern Echo (importer, dist., agent), 85 Shahrah-e-Quaid-e-Azam, Lahore. WTD 2/71.

Iron, steel foundries

33210—ISRAEL—Iron castings, gray/

semisteel/nodular/alloy steel; pearlitic castings, malleable iron; ingot moulds and stools; pipe and fittings of cast iron; rolling mill rolls/steel. Exclusive agency. Dov Shomroni (importer, dist./wholesale, agent), 16 Sharett St., Tel Aviv. WTD in prep.

Primary smelting, refining of nonferrous metals

33310—ISRAEL—Primary copper, blister or anode, bars, sheets, tubing wire; aluminum in bars, sheets, rods, wire. Exclusive agency. Dov Shomroni (importer, dist./wholesale, agent), 16 Sharett St., Tel Aviv. WTD in prep.

Rolling, drawing, extruding of nonferrous metals

33510—ISRAEL—Brass, copper, bronze, other metals required as finished products (rods, wire, sheets, strips, sections). Exclusive agency. Salvalum Ltd. (importer, dist., agent), 24 Nahlat Benjamin St., P.O. Box 29257, Tel Aviv. (Cable address: CHEMCORP Tel Aviv). WTD in prep.

33574—GERMANY — Telecommunication wires. Hansa Elektro-Vertrieb Ing. Harald Even (agent), 56 Wuppertal-Barmen, Bartholomaeusstr. 36. WTD 1/71.

Nonferrous foundries

33610—ISRAEL — Aluminum castings, die castings. Exclusive agency. Dov Shomroni (importer, wholesale distributor, agent), 16 Sharett St., Tel Aviv. WTD in prep.

33620—ISRAEL — Brass/bronze/copper and copper base alloy; machinery castings; castings nonferrous/precision; die castings nonferrous metal. Exclusive agency. Dov Shomroni (importer, dist./wholesale, agent), 16 Sharett St., Tel Aviv. WTD in prep.

Primary metal industries

33920—ISRAEL — Forgings, iron/steel, nonferrous, titanium; gears of forged steel. Exclusive agency. Dov Shomroni (importer, dist./wholesale, agent), 16 Sharett St., Tel Aviv. WTD in prep.

Cutlery, hand tools, general hardware

34230—PHILIPPINES—Hand and edge tools, except power-driven. Ricton Import-Export Corp. (agent), Suite 506, Federation Center Bldg., Muelle de Binondo, P.O. Box 197, Manila. WTD in prep.

34231—GERMANY—Hobby "do-it-yourself" tool kits. NORDSUED Nuernberger Bund Grosseinkaufsverband eGmbH (dist., cooperative), 43 Essen, Schuermannstrasse 30. WTD 1/71.

34231—GERMANY — Mechanics' hand tools for use in automotive repair shops, filling stations. Correspondence requested in German. Eberhardt & Stiege GmbH & Co. KG (dist., agent), 45 Innsbrucker Strasse, 1 Berlin 62. WTD 11/70.

34290—PHILIPPINES — General hardware. Ricton Import-Export Corp. (agent), Suite 506, Federation Center Bldg., Muelle de Binondo, P.O. Box 197, Manila. WTD in prep.

34293 — PAKISTAN — Bottles; vacuum, insulated. Requests catalogs, quotations, c&f, Karachi. Kayser International (agent), 25 Commercial Area, 2nd Floor, Room No. 8, Above Union Bank Ltd., Bahadurabad, Karachi-5. WTD in prep.

Heating apparatus, plumbing fixtures

34320—GERMANY — Plumbing fixture fittings, trim (brass goods). Paul Reune & Co. KG (importer, dist., mfr.), 36 Schulstr, 587 Hemer. WTD 1/71.

34336—ITALY—Fuel oil spray nozzles (atomizers) to be applied to domestic, industrial burners. CIEMME — Officine Meccaniche (mfr.), 19 Via Valeria, 47100 Forli'. WTD 2/71.

Fabricated structural metal products

34421—NETHERLANDS — Aluminum doors, door frames. Exclusive rep. H. Veenstra, N.V., Attn: H. Veenstra (importer, dist., agent), Herestreek 5, Bedum. WTD in prep.

34422—NETHERLANDS — Aluminum window frames, partitions, sun shields, similar aluminum building materials. Exclusive rep. H. Veenstra N.V., Attn: H. Veenstra (importer, dist., agent), Herestreek 5, Bedum. WTD in prep.

34437 — VENEZUELA — Tanks, metal, non-pressure storage; corrugated galvanized steel tanks for grain storage (silos). Sanchez & Cia, S.A. (Depto. de Maquinarias). Attn: Miguel Gomez (dist., agent, retailer), Avenida Roosevelt, Prado de Maria, Apartado 1006, Caracas. WTD 10/70.

Farm machinery

35220—SPAIN—Farm machinery, equipment. Antonio Dominguez Fleitas (agent), Pio XII, 62, Las Palmas de Gran Canaria. WTD 1/71.

35223—TAIWAN—Planting, seeding, fertilizing machinery. Zimmerman Scientific Co., Ltd. (importer, agent, exporter), 261-1 Roosevelt Rd., Sec. 3, Taipei 107. WTD in prep.

35225—TAIWAN — Harvesting machinery. Zimmerman Scientific Co., Ltd. (importer, agent, exporter), 261-1 Roosevelt Rd., Sec. 3, Taipei 107. WTD in prep.

35228—TAIWAN — Cultivators, weeders for paddy rice planting. Zimmerman Scientific Co., Ltd. (importer, agent, exporter), 261-1 Roosevelt Rd., Sec. 3, Taipei 107. WTD in prep.

35228—VENEZUELA—Machines for preparing crops for market, use: graders, cleaners, peelers, slicers, sorting of vegetables. Herbert Zander & Co., S.A. (imp., dist., agent), Edificio Casa de Italia, Piso 8, Avda. La Industria & Apartado 9137, San Bernardino, Caracas. WTD 1/71.

Construction, mining, materials, handling machinery, equipment

35314—TAIWAN — Cranes, locomotive, full-circle revolving with booms. Zimmerman Scientific Co., Ltd. (importer, agent, exporter), 261-1, Roosevelt Rd., Sec. 3, Taipei 107. WTD in prep.

35318—TAIWAN—Motor graders; dozers for mounting on tractors; backhoes; front end loaders. Zimmerman Scientific Co., Ltd. (imp., agent, exp.), 261-1 Roosevelt Rd., Sec. 3, Taipei 107. WTD in prep.

35322—CANADA—Five each annually: rod mills, ball mills, other related process equipment for mining, cement industries. Robert Begg Ltd. (dist., agent), 2 Fleance Dr., P.O. Box 780, Thornhill, Ontario. WTD in prep.

35324—CANADA — Drills, pneumatic, core, for mining, construction. Estimated annual quantity: 10. Robert Begg Ltd. (dist., agent), 2 Fleance Dr., P.O. Box 780, Thornhill, Ontario. WTD in prep.

35351—CANADA—Conveyors screens for mining, aggregate, cement industries. Est. annual quantity: 20. Robert Begg Ltd. (dist., agent), 2 Fleance Dr., P.O. Box 780, Thornhill, Ontario. WTD in prep.

35370—TAIWAN—Powered fork trucks, electric (storage battery), gasoline, diesel. Zimmerman Scientific Co., Ltd. (imp., agent, exporter), 261-1, Roosevelt Rd., Sec. 3, Taipei 107. WTD in prep.

Metalworking machinery

35420 — ISRAEL — Machine tools, all kinds for metal/aluminum industry. Exclusive agency. Salvulum Ltd. (importer, dist., agent), 24 Nahlat Benjamin St., P.O. Box 29257, Tel Aviv. WTD in prep.

35482—GERMANY—Power-driven handtools for use in automotive repair shops, filling stations. Correspondence requested in German. Eberhardt & Stiege GmbH & Co. KG (dist., agent), 41 Innsbrucker Strasse, 1 Berlin 62. WTD 11/70.

35482 — PHILIPPINES — Power-driven handtools. Ricton Import-Export Corp. (agent), Suite 506, Federation Center Bldg., Muelle de Binondo, P.O. Box 197, Manila. WTD in prep.

35484—GERMANY—Automotive maintenance equipment for use in repair shops, filling stations. Correspondence requested in German. Eberhardt & Stiege GmbH & Co. KG (dist., agent), 45 Innsbrucker Strasse, 1 Berlin 62. WTD 11/70.

35484—NETHERLANDS — Automobile body repair systems, including paint spraying systems, etc. Exclusive rep. H. Veenstra N.V., Attn: H. Veenstra (importer, dist., agent), Herestreek 5, Bedum. WTD in prep.

Special industry machinery

35510—PHILIPPINES — Food products machinery, all kinds, complete plants. Ricton Import-Export Corp. (agent), Suite 506, Federation Center Bldg., Muelle de Binondo, P.O. Box 197, Manila. WTD in prep.

35512—GERMANY—Industrial food drying, processing machinery, plants. Trocknungs-Anlagen-Gesellschaft mbH (engineering services), 18 Sophie-Charlotte-Strasse, 1 Berlin 37. WTD 1/71.

35513—VENEZUELA—Preparation machines for canned foods, vegetables: (autoclaves). Herbert Zander & Co., S.A. (importer, dist., agent), Edificio Casa de Italia, Piso 8, Avda. La Industria & Apartado 9137, San Bernardino, Caracas. WTD 1/71.

35540 — PHILIPPINES — Paper industries machinery, complete plant. Ricton Import-Export Corp. (agent), Suite 506, Federation Center Bldg., Muelle de Binondo, P.O. Box 197, Manila. WTD in prep.

35590 — ISRAEL — Machinery, related equipment for aluminum rolling mill, second-hand acceptable, flatteners, calibrators, stretchers, accurators-cut to length lines, scrap choppers, etc. Exclusive agency. Salvalum Ltd. (importer, dist., agent), 24 Nahlat Benjamin St., P.O. Box 29257, Tel Aviv. WTD in prep.

35591—GERMANY — Industrial drying, processing machinery, plants for chemicals, pharmaceuticals. Trocknungs-Anlagen-Gesellschaft mbH (engineering services), 18 Sophie-Charlotte-Strasse, 1 Berlin 37. WTD 1/71.

35591—GERMANY—Chemical manufacturing industry machinery, complete industrial installations. Agency for Eastern Europe exclusively. Gesellschaft f. Aussenhandel R. Mann KG (agent, export agent, consultant), Goethestr. 58, 6050 Offenbach/Main. WTD 2/71.

35593 — PHILIPPINES — Plastic-working machinery. Ricton Import-Export Corp. (agent), Suite 506, Federation Center Bldg., Muelle de Binondo, P.O. Box 197, Manila. WTD in prep.

35594—PHILIPPINES — Rubber-working machinery. Ricton Import-Export Corp. (agent), Suite 506, Federation Center Bldg., Muelle de Binondo, P.O. Box 197, Manila. WTD in prep.

General industry machinery

35612—SOUTH AFRICA—Hydraulic mobile lifting legs for handling containers. Industrial Market Research Services (Pty.) Ltd. (dist., agent), P.O. Box 6090, Johannesburg, Transvaal. WTD in prep.

35614—CANADA—Air compressors for pneumatic drills used in mining, construction industries. Estimated annual quantity: 10. Robert Begg Ltd. (dist., agent), 2 Fleance Dr., P.O. Box 780, Thornhill, Ontario. WTD in prep.

Office, computing, accounting machines

35720—TAIWAN — Typewriter; plastic, valued below $10. Chain Fong Co., Ltd. (importer, exporter), 4th Fl., 28 Nanking E. Rd., Sec. 2, Taipei. WTD in prep.

35790—TAIWAN—Duplicating machine, electronic, semi-automatic, dry-type; one-man operated. Chain Fong Co., Ltd. (importer, agent, exporter), 4th Fl., 28 Nanking E. Rd., Sec. 2, Taipei. WTD in prep.

Electrical industrial apparatus

36230—GERMANY—New equipment, accessories in field of industrial welding. Direct purchase or agency. Klaus Schlitt Loettechnik (dist., mfr.), 6000 Frankfurt, Konstanzerstr. 73. WTD 2/71.

Household appliances

36312—GERMANY—Grills; camp stoves. NORDSUED Nuernberger Bund Grosseinkaufsverband eGmbH (dist., cooperative), 43 Essen, Schuermannstrasse 30. WTD 1/71.

36341 — GERMANY — Electric fans. Prices c.i.f. European ports. Hansa Elektro-Vertrieb Ing. Harald Even (agent), 56 Wuppertal-Barmen, Bartholomaeusstr. 36. WTD 1/71.

36343—GERMANY—Grills; electric blankets. Prices c.i.f. European ports. Hansa Elektro-Vertrieb Ing. Harald Even (agent) 56 Wuppertal-Barmen, Bartholomaeusstr. 36. WTD 1/71.

Electrical machinery, equipment

36992—GERMANY—Combined heaters/ventilators. Prices c.i.f. European ports. Hansa Elektro-Vertrieb Ing. Harald Even (agent), 56 Wuppertal-Barmen, Bartholomaeusstr. 36. WTD 1/71.

Motor vehicles, equipment

37141—GERMANY—Motor vehicle parts, accessories. Prices c.i.f. European ports. ASZ-Auto-Sport-Zubehoer GmbH (importer, dist., agent), 64 Saarlandstr., 46 Dortmund. WTD 2/71.

Ship building, repairing

37323 — GERMANY — Flatboats, plastic boats. NORDSUED Nuernberger Bund Grosseinkaufsverband eGmbH (dist., cooperative), 43 Essen, Schuermannstrasse 30. WTD 1/71.

Transportation equipment

37910—FRANCE—House trailers: mobile homes. Assoc. Regionale Pour la Construction Familiale (dist., mfr., agent), 20, rue d'Iena, 72-Le Mans. WTD in prep.

37910—FRANCE—Mobile homes. COFITEBA (mfr.), 26, rue Bossuet, 57-Metz. WTD in prep.

Instruments for measuring, controlling, indicating physical characteristics

38213—TAIWAN—Testing machines for testing abrasion, shearing strength, tensile strength, torsion, etc. Zimmerman Scientific Co., Ltd. (importer, agent, exporter), 261-1 Roosevelt Rd., Sec. 3, Taipei 107. WTD in prep.

Surgical, medical, dental instruments

38423—GERMANY — First aid kits. NORDSUED Nuernberger Bund Grosseinkaufsverband eGmbH (dist., cooperative), 43 Essen, Schuermannstrasse 30. WTD 1/71.

Toys, amusement, sporting goods

39490—SOUTH AFRICA — Swimming pool equipment of all types. Edward Woodhams (Pty.) Ltd. (importer, dist., agent), P.O. Box 57, Durban. WTD 2/71.

39491—GERMANY — Fishing tackle, equipment. NORDSUED Nuernberger Bund Grosseinkaufsverband eGmbH (dist., cooperative), 43 Essen, Schuermannstrasse 30. WTD 1/71.

Costume jewelry, novelties, buttons, notions

39610—FRANCE—Hopi, Navajo Indian jewelry. ACCELA (importer, dist.), 16, rue d'Athenes, 75—Paris 9e. WTD in prep.

Manufacturing industries

39932—ITALY—Acrylic (plexiglass) advertising novelties, gift items. Correspond in Italian, French, Spanish. Tanino di Tamietti G. & C. (dist., mfr., agent), 506 Corso Moncalieri, Turin, 10133. WTD 2/71.

39933—FRANCE—Industrial audio-visual equipment for publicity. Descriptive literature, price lists requested. Correspondence requested in French. Photographie Burdin (dist., agent), Ave. John F. Kennedy 33 Merignac. WTD 1/71.

Tel Aviv Will Host Conference On Satellite Ground Stations

An international conference on ground stations for communications via satellite will be held in Tel Aviv, May 24-26. The meeting is under the sponsorship of the Association of Engineers and Architects in Israel (A.E.A.I.), and the Society of Electrical Engineers (S.E.E.).

The conference will present various aspects of the subject, show new developments, and future plans through lectures by engineers and scientists from England, West Germany, Italy and the U.S.

For details contact A.E.A.I. and S.E.E., P.O. Box 4836, Haifa.

Other Foreign Official Tenders

KOREA—Korea intends to issue a call for bids for construction of a 370-kilometer two-lane highway connecting the cities of Chonju and Pusan through Kwangju, Sunchon, Chinju, and Masan. World Bank member countries including the Republic of Korea and Switzerland, are invited to apply for prequalification to tender. Korea has applied to the Bank for a construction loan. The design of the proposed highway has been made by the consulting firm of Ingeroute in Paris. The works include construction of about 150 bridges, 13 million cubic meters of earthwork, 4 tunnels (200 to 700 meters long), and the pavement. Contractors are requested to submit the following documents in English: 1) the articles of incorporation of the company or consortium; 2) a reference list of projects completed in the past 5 years, excluding subcontracted work, and should state the nature, quantities and value; certifications of satisfactory execution, with completion time, by an authorized organization should be attached; 3) detailed list of heavy equipment owned by the contractors with a brief description including manufacturer's name and power rating; 4) a list of principals and engineers employed by the contractor, showing their qualifications. The prequalification documents may be obtained from and are to be submitted by Mar. 31 to: Bureau of Management, Ministry of Construction, New Government Bldg., Sechong-ro, Chongro-ku, Seoul, Attn: Mr. Kim, Ji Chan, Bureau Director. Document envelopes should be marked "Chonju-Pusan Construction Project".

MALAYSIA—The Subscribers Network Branch, Telecommunications Headquarters, issued a tender for the supply of telephone instruments. Bid deadline is not yet announced. Copies of tender announcement and specifications available from the Subscribers Network Branch, Telecommunications Headquarters, Jalan Bukit Nanas, Kuala Lumpur, or on a short-term loan to firms located in the U.S. from the Communications-Electronics Div., Dept. of Commerce, BDC-643, Rm. 4209, Washington, D.C. 20230 ★(202-967-4823).

MALAYSIA—The Director General, Telecommunications Dept., issued a tender for the supply of VHF/FM radio-telephone equipment. Bid deadline Apr. 5. Bids should offer 50 links for 1971 and approx. 20 links annually for 1972 and 1973. Copies of tender announcement and specifications available from the Director General, Telecommunications Dept., Government of Malaysia, Kuala Lumpur, or on a short-term loan to firms located in the U.S. from the Communications-Electronics Div., BDC-643, Rm. 4209, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4823).

SINGAPORE—Telecommunications Dept. issued tender for the supply and installation of an automatic international telephone exchange. Bid deadline noon, Apr. 2. Copies of tender announcement and specifications available from the Chief Superintendent (Administration), Telecommunications Dept., 35 Robinson Rd., Singapore 1 on payment of U.S. $333.

Austrian Supplier Seeks U.S. Goods For Eastern Europe

A Vienna firm is interested in American suppliers of a wide range of products for various Eastern European countries. Products include measuring instruments, fork lift trucks, shovel loaders, welding machines, electric motors, air conditioners, paint spraying equipment and glass moulding machinery.

Interested American manufacturers should contact: Dr. Klupp, Walfischgasse 1 A-1010 Vienna; cable address Kluppexport Wien. WTD in prep.

Future Construction Abroad

CANADA—The following **hospital construction** is planned for Newfoundland within the next five years: a 285-bed hospital at Corner Brook; a new general hospital at St. John's which will also act as a teaching hospital for the Medical School of the University; a 65 bed hospital at Twillingate; a 120 bed hospital on the north shore of Conception Bay; expansion of the present Hospital for Mental and Nervous Diseases by adding facilities for 200 additional patients. Write: Department of Health, Confederation Bldg., St. John's, Newfoundland, after April 1.

CANADA—Newfoundland and Labrador announced **water and sewage projects,** including complete systems, phases of systems and extensions to existing systems to be constructed beginning this year in 55 Newfoundland communities, totaling over $23 million. Additionally, the Province will begin this year the installation of municipal incinerators in 32 communities and of fire fighting equipment in 25 municipalities. Write: Department of Municipal Affairs & Housing, Government of Newfoundland and Labrador, Confederation Bldg., St. John's, Newfoundland, after Apr. 1.

ECUADOR—A tender will be published in April calling for bids to **furnish and equip 28 secondary schools** built with the financing of the International Development Agency (IDA). The furnishings and equipment of these schools will also be financed by the IDA which will issue letters of credit to the suppliers. The cost of these items are estimated at slightly over $2 million and will be used to furnish and equip four industrial vocational schools, four agro-technical schools, five teacher training schools and 15 normal high schools. It is estimated that $1.48 million will be expended on equipment and $.6 million on furnishings (steel desks, chairs, tables, etc.). Write: Arq. Voltaire Torres, Project Director, Avda. 10 de Agosto 1655, Quito. Design plans of the 28 schools are on file in the Washington offices of the IDA.

KOREA—Plans to **expand the waterworks** in fourteen cities across the country by 1973 were announced. Overall water supply capacity will increase to 350,000 M3/D.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists. Copies may be obtained by firms domiciled in the United States from BIC-924, Department of Commerce, Washington, D.C. 20230, and from Commerce Field Offices. The price is $1 per list for each country.

The following automated lists provide complete coverage for Australia. They may be ordered by title or five-digit identification number.

Australia

No. — *Title*

01000—Farm, forestry, fishery products; mining companies
20000—Food, kindred products; tobacco, tobacco products
22000—Textile industry
23000—Apparel, accessories; miscellaneous fabricated textile products; personal leather products
24000—Lumber, wood products
25000—Furniture, fixtures
26000—Pulp, paper, paperboard mill products; converted paper, paperboard products; building paper, boards
27000—Printing, publishing industries
28100—Industrial chemicals
28200—Plastics materials, synthetics; plastic products
28300—Drugs; soap, cleaners, toilet goods
28500—Paints, allied products; gum, wood chemicals
28700—Agricultural chemicals; miscellaneous chemical products
29000—Petroleum, petroleum products
30000—Rubber, rubber products; leather, leather products
32000—Stone, clay, glass products
33000—Primary metals, metal products, ferrous, nonferrous
34100—Metal cans; cutlery, hand tools, general hardware
34300—Heating apparatus (except electric), plumbing fixtures
34400—Fabricated structural metal products
35100—Engines, turbines
35200—Farm machinery, equipment
35300—Construction, mining, materials handling machinery, equipment
35400—Machine tools; special dies, tools, jigs, fixtures, industrial molds; machine tool accessories; other metalworking machinery
35500—Food products machinery; miscellaneous special industrial machinery, nonelectrical
35520—Textile industry machinery; woodworking, paper, printing industries machinery
35600—General industrial machinery, equipment, nonelectrical
35700—Office, computing, accounting machines; service industry machinery, miscellaneous nonelectrical machinery
35800—Service industry, miscellaneous nonelectrical machinery
36100—Electrical test, distributing equipment; electrical industrial apparatus (includes motors, generators, industrial controls, welding equipment, carbon, graphite products, capacitors, rectifying apparatus, etc.)
36300—Household appliances; electronic equipment for home entertainment; phonograph records, tapes
36400—Electric lighting, wiring equipment; miscellaneous electrical equipment, supplies
36600—Commercial, industrial, military communication equipment
36700—Electronic components, accessories
37100—Automotive vehicles, parts, accessories (includes auto repair shops)
37200—Transportation equipment, parts (except automotive)
38100—Professional, scientific instruments, controlling devices
38600—Photographic equipment, supplies; watches, clocks; jewelry, silverware, plated ware
39300—Musical instruments; toys, amusements, sporting, athletic goods
39500—Pens, pencils, other office, artists' materials; costume jewelry; novelties, notions; miscellaneous manufactured products

Visiting Buyers And Officials

AUSTRALIA — Lance Abbey, Gaydel Pty. Ltd., 9th Fl., 422 Collins St., Melbourne 3000, **interested in making, marketing window drapes, curtains, commercial wildlife parks, fishing parks, venison farms, big game hunting reserves, technical information.** Mar. 17 via Seattle for 28 days. Itinerary: Honolulu; Seattle, c/o Mayflower Hotel; San Francisco, c/o Chancellor Hotel; Los Angeles, c/o Mayflower Hotel; Las Vegas, c/o Riveria Hotel, others as required. WTD in prep.

GERMANY—Peter Schloh, representing Dr. Walter Schloh & Co. KG, 28 Bremen, Breitenweg 25, **interested in importing U.S. welding electrodes and wire and exporting German cutting electrodes for high alloyed material and requesting technical information.** March 22 via New York for 1-2 weeks. c/o John P. Nissen, Jr. Co., Glenside, Pa. 19038. Itinerary: New York, Glenside, Pittsburgh, South Orange, N.J. WTD 4/70.

KUWAIT—Badie Shuhaibar, Al-Khaldiah Establishment, Jahra Bldg. No. 11 or P.O. Box 880, Kuwait, **interested in steel and electric home appliances.** Between Mar. 10-15 via New York for 1 mo. c/o Dept. of Commerce Field Offices en route. Itinerary: New York, Boston, Los Angeles. WTD in prep.

SOUTH AFRICA—John H. Grieve and Mrs. J. M. Grieve, Directors, Vital Health Foods (Pty.) Ltd., 40 Wellington Rd., Durbanville, Cape Province, **interested in direct purchase of health and general foods, vitamin and pharmaceutical products; raw materials, plant and processing machinery and requesting technical information.** March 27 via Los Angeles for 2 mos. c/o American Express Co. en route. Itinerary: Honolulu, Mar. 25-28, Los Angeles, Mar. 29-Apr. 1; San Francisco, Apr. 2-8; Minneapolis, Apr. 20-23; Chicago, Apr. 26-27; Detroit, Apr. 30-May 3; New York, May 7-14. WTD 2/71.

International Business Reports

England IS A Foreign Country. **By Robert Dalrymple. Published by Birn, Shaw & Co. for the Chemical Bank, London. 63pp. Free.**

Just how foreign England can be to a visiting American is the subject of this book. "Closets" are lavatories, not places in which to hang clothes. "Flats" are rented apartments or houses, not tires that have lost their air or low-heeled shoes. And senior surgeons and dentists are not "doctors" but "misters."

The foreignness of the land is treated with hints on what to bring from the States—from electric carving knives to children's underwear—and how to go about shopping for an apartment or house.

Included is a range of practical advice on how to survive such minor discomforts as "fridges" that are extremely small and appear designed to take only one day's supply of food, and differences in dietary habits. But despite these problems: "A transfer to England is regarded by most Americans as one of the pleasantest assignments available. It has been found that they generally return home with a great regard for Great Britain."

Write: Chemical Bank, 20 Pine St., New York, N.Y. 10015.

Treaties in Force: A List of Treaties and Other International Agreements of the United States in Force on Jan. 1, 1971. **Department of State. 394pp. $2.75.**

This collection reflects the bilateral relations of the United States with 155 countries or other political entities and the multilateral relations of the United States with other contracting parties to more than 370 treaties and agreements on 82 subjects. The 1971 edition lists some 200 new treaties and agreements.

The bilateral treaties and other agreements are arranged by country or other political entity and the multilateral treaties and other agreements are arranged by subject with names of countries which have become parties. Date of signature, date of entry into force for the United States, and citations to texts are furnished for each agreement.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

A Survey of Europe Today. **Published by Reader's Digest. 212 pp. $60.**

This study of the buying habits, market patterns and social attitudes of the peoples of the 16 western European countries is a combination of marketing data, editorial commentaries, maps and graphic charts. Part I, A Survey of Europe Today, includes 15 double-page spreads of specially designed maps and charts, with related commentaries. Part II, The Way Europeans Live Now, contains statistical tables giving comparable figures for the European countries and totals for the EEC, EFTA, Scandinavia and Europe, on a wide range of subjects. Each table is accompanied by a related commentary giving background information to the data contained in the table and summarizing some of the most important trends that the figures reveal.

Write: Greville Selby-Lowndes, The Reader's Digest Assn. Ltd., 25 Berkeley Sq., London W1X6AB, England.

Calendar For World Traders

Mar. 24—Seattle—Export seminar on marketing and forwarding, Commerce Field Office, 10 a.m.

Mar. 25—Cleveland — 26th Cleveland World Trade Conference, Statler Hotel, 10 a.m.-8 p.m.

Mar. 25—St. Louis—World Trade Club's monthly dinner meeting, Henrici's Bel Air West.

Mar. 25—Wichita—Export development seminar, Chamber of Commerce, 9:30 a.m.

Mar. 26—Wichita—Export documentation seminar, Chamber of Commerce, 9:30 a.m.

Mar. 26-27—Chicago—Current legal aspects of doing business in Europe. Sponsor: American Bar Assn.'s Section on International and Comparative Law.

Mar. 29—Rochester, N.Y.—Second of nine weekly seminar sessions on international marketing and management, Rochester Institute of Technology.

Mar. 30—Boston—Workshop on export financing and insurance, Commerce Field Office, 9:30 a.m.

Mar. 30—Memphis—Export workshop, First National Bank.

Mar. 30-31 — St. Louis — Two-day seminar on the Export-Import Bank, sponsored by Commerce Field Office and local banks.

Mar. 31 — Seattle — Seminar on banking and insurance for the exporter, Commerce Field Office, 10 a.m.

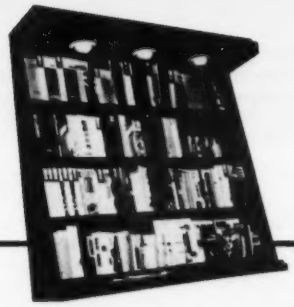
Apr. 1—Memphis—Mid-South Exporters Roundtable. Sponsor: Commerce Field Office.

Apr. 1—Milwaukee—Monthly meeting of the Milwaukee World Trade Club, Holiday Inn Central.

Apr. 6 — Boston — Workshop on AID documentation, Commerce Field Office, 9:30 a.m.

Apr. 8 — Phoenix — Export workshop, Commerce Field Office, 10 a.m.

Apr. 8—West Haven, Conn.—Dinner meeting on the small and medium sized firm in world trade, Valle's Steak House, 5:30 p.m. Sponsors: Hartford Field Office, Connecticut Development Comm., REEC.



New Publications

When ordering any publication, indicate title and series designation, if indicated, and make checks or money orders payable to the Superintendent of Documents. Orders should be sent to the U.S. Department of Commerce, Washington, D.C. 20230, or to any of its 42 field offices throughout the country.

OFFICE OF THE SECRETARY

Index of current regulations. Revised as of Jan. 1, 1971. 48 pp. 50¢. Index of regulations of the Maritime Administration, Maritime Subsidy Board, and National Shipping Authority.

OMBE outlook. February. Provides information on the programs and activities of the Office of Minority Business Enterprise and others engaged in further opportunities for members of minority groups in the field of business. Free upon request.

DOMESTIC AND INTERNATIONAL BUSINESS

BUREAU OF DOMESTIC COMMERCE

Franchise company data for equal opportunity in business. 136pp. Free upon request. This listing of equal opportunity franchisors provides a brief summary of the terms, requirements, and conditions under which the franchises are available to interested parties.

Periodicals

Copper. January. Quarterly industry report. Vol. 17, No. 2. Annual subscription $1 (25¢ more for foreign mailing). Single copy 25¢.

Pulp, paper, and board. January. Quarterly industry report. Vol. 26, No. 4. Annual subscription $1 (25¢ more for foreign mailing). Single copy 25¢.

Chemicals. Quarterly industry report. December. Vol. 17, No. 4. Annual subscription $1.50 (50¢ more for foreign mailing). Single copy 40¢.

BUREAU OF INTERNATIONAL COMMERCE

Foreign Economic Trends

Annual subscription $15 ($6 more for foreign mailing). Single copy 10¢. Recent reports cover:

South Africa (ET 71-001). 12pp.
Ivory Coast (ET 71-004). 12pp.
Norway (ET 71-005). 8pp.
United Kingdom (ET 71-006). 12pp.
Niger (ET 71-009). 8pp.

Overseas Business Reports

Annual subscription $16 ($5 more for foreign mailing). Single copy 15¢. Latest titles include:

Imports of parts and components by U.S. industries 1965-69 (OBR 70-85). 8pp.
Basic data on the British Windward Islands (OBR 70-86). 8pp.
Basic data on the British Windward Islands (OBR 79-86). 8pp.
Basic data on the economy of British Honduras (OBR 70-88). 10pp. Supersedes OBR 64-63.
Basic data on the economy of Mexico (OBR 70-90). Supersedes OBR 67-50. 24pp.
Basic data on the economy of Hungary (OBR 70-91). Supersedes OBR 64-37. 26pp.
Establishing a business in the Netherlands (OBR 71-001). Supersedes OBR 67-31. 18pp.
Foreign trade regulations of Afghanistan (OBR 71-002). Supersedes OBR 68-13. 8pp.
Foreign trade regulations of Malta (OBR 71-003). Supersedes WTIS, Part 2, No. 62-26. 7pp.
Market factors in Southern Africa (OBR 71-004). 14pp.

ECONOMIC AFFAIRS

OFFICE OF BUSINESS ECONOMICS

Survey of current business. Monthly. February 1971. Vol. 51, No. 2. Annual subscription $9 ($3.75 more for foreign mailing). Single copy $1.

U.S. exports and imports—classified by OBE end-use commodity categories: 1923-68 (OBE-SUP 70-01). A supplement to the Survey of Current Business. 463pp. November 1970. $4. This volume offers in a single compact source a long-term series of compatible statistics, tracing the changing pattern of U.S. merchandise trade over nearly a half-century. Comparable data are available on a current basis, monthly and quarterly, which extend these statistics into the present.

BUREAU OF THE CENSUS

Business conditions digest. Monthly. February 1971. Data through January. Series ES1, No. 71-2. Annual subscription, including supplements, $15 ($3.75 more for foreign mailing). Single issue $1.50. This monthly report brings together many of the economic time series found most useful by business analysts and forecasters.

Defense indicators. February 1971. Series ES4, No. 71-2. Annual subscription $3.50 ($1 more for foreign mailing). Single issue 35¢. The purpose of this monthly report is to bring together the principal time series on defense activity which influence short-term changes in the national economy.

Small-area data notes. January 1971. Vol. 6, No. 1. 8pp. 10¢.

Districts of the 92d Congress. These reports are two of separate State reports which present 1970 population and housing data and recent election statistics for districts of the 92d Congress.

Montana (CDD-92-24). 4pp. 25¢.
North Dakota (CDD-92-31). 4pp. 25¢.

Construction and Housing

1970 Census of Housing

General Housing Characteristics — Advance Reports:

California (HC(V1)-6). 41pp. 30¢.
Connecticut (HC(V1)-8). 14pp. 30¢.
Dist. of Columbia (HC(V1)-10). 5 pp. 30¢.
Florida (HC(V1)-11). 21pp. 30¢.
Georgia (HC (V1)-12). 25pp. 30¢.
Illinois (HC(V1)-15). 31pp. 30¢.
Maryland (HC(V1)-22). 13pp. 30¢.
Massachusetts (HC(V1)-23). 22pp. 30¢.
Michigan (HC(V1)-24). 23pp. 30¢.
New Jersey (HC(V1)-32). 20pp. 30¢.
New Mexico (HC(V1)-33). 9pp. 30¢.
New York (HC(V1)-34). 27pp. 30¢.
North Carolina (HC(V1)-35). 19 pp. 30¢.
Ohio (HC(V1)-37). 30pp. 30¢.
Pennsylvania (HC(V1)-40). 23pp. 30¢.
Tennessee (HC(V1)-44). 17pp. 30¢.
Texas (HC(V1)-45). 45pp. 30¢.
Virginia (HC(V1)-48). 23pp. 30¢.

Quarterly Report on construction expenditure of state and local governments: Oct.-December 1970 (GC70 No. 4). 4pp. 10¢.

Construction Reports

Sales of new one-family homes: December 1970 (C25-70-12). Annual subscription (including monthly, quarterly, and annual reports), $3. Single copy 10¢. This report provides preliminary information on sales of new private, nonfarm, one-family homes, together with figures for prior months. It is released jointly by Bureau of the Census and the U.S. Department of Housing and Urban Development.

Value of new construction put in place: December 1970 (C30-70-12). Annual subscription $1.50, includes monthly and annual supplement. Single copy 10¢.

Housing authorized by building permits and public contracts: December 1970 (C40-70-12). Series C40, price $11 per year ($2.75 more for foreign mailing). Single copy 70¢.

Authorized construction Washington, D.C. area: January 1971 (C41-71-1). Annual subscription $1. Single copy 10¢.

Distribution and Services

Estimated weekly retail sales of retail stores in the United States, week ending Feb. 20 (CB 71-309). 2pp. 10¢.

Estimated weekly retail sales of retail stores in the United States, week ending Feb. 27 (CB 71-310). 2pp. 10¢.

Monthly wholesale trade: December 1970 (BW 70-12). Annual subscription $1.50. Single copy 15¢.

Monthly department store sales in selected areas: October 1970 (BD 70-10). Annual subscription $1. Single copy 10¢.

Canned food — stocks, pack, shipments: Jan. 1, 1971 (B1-71-2). Annual subscription including five issues, $1. Single copy 25¢.

Monthly selected services receipts: De-

cember 1970 (BS70-12). Annual subscription $1. Single copy 10¢.

Foreign Trade

U.S. gold movements: January 1971 (FT 2402). Annual subscription $1. Single copy 10¢.

Export and import merchandise: January 1971 (FT 900-71-1). Seasonally adjusted and unadjusted data. Annual subscription (FT 900, 975, 985, and 986 combined) $3. Single copy 10¢.

Industry

Current Industrial Reports

Shoes and slippers—seasonal adjustment supplement: 1960 to 1970 (Series M31A-Supplement). $1.50 per year; 15¢ per copy.

Plumbing fixtures: summary for 1969 (Series: MQ-34E(69)-5). $1 per year; 25¢ per copy.

Steel mill products: 1968 (Series: MA-33B(68)-1). Changes have been made in this report which was published on Aug. 14, 1970.

Industrial gases: 1969 (Series: M28C (69)-14). 10pp. $1.50 per year, single copy 15¢.

Closures for containers: summary for 1969 (Series: M34H(69)-13). 8pp. $1.50 per year, 25¢ per copy.

Motors and generators: 1969 (Series: MA-36H(69)-1). 8pp. 25¢ per copy.

Electric lamps: summary for 1969 (Series: MQ-36B(69)-5). 10pp. $1 per year; 25¢ per copy.

Metalworking machinery: summary for 1969 (Series: MQ-35W(69)-5). 10pp. $1 per year; 25¢ per copy.

Population

1970 Census of Population

General Population Characteristics—Advance Reports:

United States (PC(V2)-1). 11pp. 30¢.
California (PC(V2)-6). 39 pp. 30¢.
Connecticut (PC(V2)-8. 13pp. 30¢.
Dist. of Columbia (PC(V2)-10). 3pp. 30¢.
Florida (PC(V2)-11). 19pp. 30¢.
Georgia (PC(V2)-12). 24pp. 30¢.
Illinois (PC(V2)-15). 30pp. 30¢.
Massachusetts (PC(V2)-23). 21pp. 30¢.
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New Jersey (PC(V2)-32). 19pp. 30¢.
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New York (PC(V2)-34). 26pp. 30¢.
North Carolina (PC(V2)-35). 17pp. 30¢.
Pennsylvania (PC-V2)-40). 22pp. 30¢
Texas (PC(V2)-45). 44pp. 30¢.
Virginia (PC(V2)-48). 22pp. 30¢.
Washington (PC(V2)-49). 12pp. 30¢.

Current Population Reports

Persons of Spanish origin in the United States: November 1969 (Series P-20, No. 213). 46pp. 50¢.

Estimates of the population of the United States to Jan. 1, 1971 (Series P-25, No. 456). Feb. 25, 1971. 2pp. 5¢.

SCIENCE AND TECHNOLOGY

NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION

Surface water temperature and density—Pacific Coast, North and South America & Pacific Ocean Islands (NOS Publication 31-3). Supersedes C&GS Publication 31-3. 96pp. $1. Summaries based on observations through the year 1969.

Earthquake Information Bulletin. Jan.-Feb. Vol. 3, No. 1. Annual subscription $1.50 (50¢ more for foreign mailing). Single copy 30¢.

Monthly Weather Review. February. Vol. 99, No. 2. Annual subscription $7.50 ($2 more for foreign mailing). Single copy 65¢.

Frost—and the prevention of frost damage. 42pp. 25¢. Describes the nature of frost and steps that can be taken to protect crops against it. Illustrated.

Tornado preparedness planning. 36pp. 35¢. This pamphlet gives information on how to develop and establish a tornado preparedness plan.

PATENT OFFICE

Commissioner of Patents annual report—Fiscal year 1970. 36pp. 25¢.

NATIONAL BUREAU OF STANDARDS

Space simulation (Spec. Publ. 336). 984pp, $5.25. Contains all of the papers presented at the Fifth Space Simulation Conference held at the National Bureau of Standards, Sept. 14-16, 1970, that were available for publication.

Polystyrene plastic sheet (PS 31-70). 14pp. 15¢. This voluntary product standard covers requirements and methods of test for dimensions, and mechanical and physical properties of hot-melt extruded polystyrene plastic sheet. The standard does not cover polystyrene foam or biaxially oriented sheet.

Plastic heat-shrinkable film (PS 29-70). 16pp. 15¢. This voluntary product standard covers plastic film which, within its useful temperature range, will shrink at least 20 percent in either or both the machine and the transverse directions. Included are requirements and methods of test for shrink properties, dimensions, yield, weight, and slip.

Physics and chemistry—Section A of the Journal of Research of the National Bureau of Standards. Vol. 74A, No. 6. Nov.-Dec. 1970. Annual subscription $9.50 ($2.25 more for foreign mailing). Single copy $1.75.

Specifications and tolerances for reference standard and field standard weights and measures (NBS Handbook 105-2). 6pp. These specifications and tolerances are recommended as minimum requirements for standards used in the field by state and local weights and measures officials in quantity determinations of liquid commodities.

Wet traction of tractionized tires. (Tech. Note 566). 14pp. 20¢. Describes a series of dynamic vehicle tests performed at NBS to evaluate the performance of tractionized or siped tires.

OFFICE OF TELECOMMUICATIONS

Buried vertically polarized UHF antennas (OT/ITSRR 8). November 1970. 125pp. $1.25. Describes a 10-month study carried out at Commerce's Institute for Telecommunication Sciences in Boulder, Colo. Four UHF antennas were designed and their gains versus elevation angle up to 45° and horizontal plane patterns for a 5° elevation angle were measured, with each buried beneath 1 m. of refractory concrete. Techniques were developed and used to measure loss tangent and dielectric constant of plane ground and large samples of refractory concrete versus drying time and temperature. Theoretical studies of buried annular slots, buried antenna patterns, encapsulant geometry, and dielectric coated linear antennas paralleled the measurement effort.

On the calculation of an average surface impedance for a periodic surface (OT/ITS Research Report 1). 76pp. 70¢. The electromagnetic fields scattered from a surface whose height profile is periodic has been obtained by a point-matching technique.

NATIONAL TECHNICAL INFORMATION SERVICE

Order the following reports on Government-sponsored research from: National Technical Information Service, 5285 Port Royal Road, Springfield, Virginia 22151. Make check or money order payable to National Technical Information Service. Price for each document is $3 (microfiche 95¢) unless otherwise specified.

A study of the behavior of oil spills in the Arctic (AD-717 142). U.S. Coast Guard, Washington, D.C., 62 pp. Studies spreading behavior of crude oil on ice and water surfaces; interaction characteristics of crude oil with ice; aging characteristics of crude oil spilled on ice, on water, and under ice; and effectiveness of burning and absorption as methods of removal.

Profiles study of air pollution control activities in foreign countries, first year report (PB-196 841). Esso Research and Engineering Co., Linden, N.J., for the National Air Pollution Control Admin., paper copy $9 (microfiche 95¢), 810pp. Covers air pollution control activities in Austria, Belgium, Switzerland, Denmark, France, Germany, Great Britain, Italy, Japan, Norway, Netherlands, Sweden, and the Soviet Union. Report discusses geography, current interests, proposed control programs, and timetables for meeting goals. Aims and functions, key personnel, and complete addresses are given for 19 international organizations.

Effective business relocation (PB-196 978). University of Connecticut. Storrs, for HUD, paper copy $6 (microfiche 95¢), 320pp. Guide to workable approaches for relocating businesses displaced by urban renewal.

New housing concepts (PB-196 902). National Association for the Advancement of Colored People, New York, N.Y., for HUD, 1970, 102pp. Discusses European industrialized housing systems and new towns.

Citizen and business participation in urban affairs—a bibliography (PB-196 888). Dept. of Housing and Urban Development's Library, Washington, D.C., 89pp. Bibliography that provides information on ways that citizens can effectively involve themselves in urban affairs.

Opportunities for blacks in the profession of engineering (PB-197 065). Newark College of Engineering, Newark, N.J., for the Manpower Admin., 109pp. Examines relationship of the Negro to the profession of engineering—his employment in engineering, the type of work he performs as an engineer or as a technician, his salary status, and his job satisfaction.

The National Technical Information Service (NTIS) offers magnetic tapes containing information pertinent to various business and scientific fields of interest. Tapes are in BCD mode and are available as: (1) 7-track, 556 or 800 characters per inch (cpi), odd or even parity, or (2) 9-track, 800 cpi, odd parity. (Exceptions are noted.) A list of available tapes, arranged by subject category, is available by writing to the National Technical Information Service, attention 952.85. Request FA 71-47.

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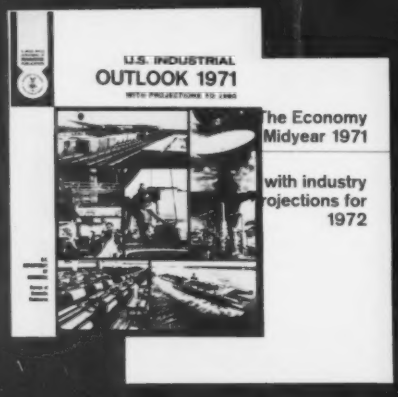
12th edition available March 1971



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